

## Who We Are

The HIDA Educational Foundation is a research and education organization affiliated with the Health Industry Distributors Association. Our mission is continuously improving the healthcare supply channel.

## Who Participates

The HIDA Educational Foundation Associates Program is designed for any company that seeks engagement with HIDA's distributor members and other foundation associates. Associates include firms such as medical products manufacturers, group purchasing organizations, healthcare-focused private equity firms, and software and IT solutions companies.

## Why Join

### Channel Access

In the healthcare business, relationships are critical. HIDA offers many opportunities to connect with healthcare distribution industry leaders and manufacturing peers, including:

- Executive Conference – exclusive members-only event
- Streamlining Healthcare Expo & Business Exchange
- Contract Administration Conference
- MedSupplyChain Conference
- HIDA's Washington Summit
- Market advisory and product-specific councils
- Workgroups organized by area of interest or industry pain points



### Healthcare Research and Analytics

Change is accelerating, and HIDA keeps members in the know.

- Annual Market Reports addressing trends in hospitals and health systems, physician office, post-acute, ambulatory surgery centers, lab and diagnostics, home care and federal government. We also have a report on vaccines and one on flu.

### Government and Industry Affairs Insights

HIDA provides expertise on policy, payment, regulatory, and industry issues.

- Expert analysis of major issues impacting healthcare providers and suppliers
- Immediate alerts when policy news breaks
- Leadership and advocacy on issues like Strategic National Stockpile, shipping and transportation, and Medical & Medicaid reimbursement.
- Bi-monthly government update published in HIDA's member-only magazine — *Healthcare Distribution & Supply Chain*



**For more information, contact:**

Callie Barthel, Senior Manager, Associates Program  
(703) 838-6116 • Barthel@hida.org



**MEMBERSHIP BENEFITS**

**Enterprise Patron Benefactor Member**

**Membership Benefits Apply to All Employees at All Owned Entities**

**Membership Benefits Apply to All Employees at One Company**

2024 Contribution Levels → **\$80,000 \$45,500 \$17,500 \$9,200**

**Leadership**

|   |            |          |   |   |
|---|------------|----------|---|---|
| HIDA Educational Foundation Board of Directors  | Guaranteed | Eligible |   |   |
| Market Advisory Councils (acute, post-acute, lab, physician office, outpatient procedures, home care) | 2          | 1        |   |   |
| Healthcare Strategic Accounts Council   | X          | X        | X | X |
| Channel Partners Advisory Council   | X          | X        |   |   |
| Product councils (PPE, vaccine related)   | X          | X        | X | X |

**Conference Networking**

|   |                            |                           |                           |                           |
|---|----------------------------|---------------------------|---------------------------|---------------------------|
| Executive Conference (Member-only Networking and Education Event)*  | Up to 12 at associate rate | Up to 8 at associate rate | Up to 4 at associate rate | Up to 2 at associate rate |
| Executive Conference—Meeting Room Access  | 3 days                     | Two ½ days                |                           |                           |
| Streamlining Healthcare Expo & Business Exchange* — Executive Business Exchange (Pre-scheduled Business Meetings with Distributors and/or GPOs) Included with Conference Registration | X                          | X                         | X                         | X                         |
| Streamlining Healthcare Expo & Business Exchange —Free Access to Gold Key Club (meeting room built on show floor)   | X                          | X                         |                           |                           |
| Streamlining Healthcare Expo & Business Exchange —Black-tie Chairman's Dinner   | 6 invitations              | 3 invitations             | 2 invitations             |                           |
| Streamlining Healthcare Expo & Business Exchange—Member Discount on Exhibit Booth and/or Registrations  | X                          | X                         | X                         | X                         |

**Government Affairs**

|   |   |   |   |   |
|---|---|---|---|---|
| Scheduled Visits in Congressional Offices at Capitol Hill Fly-in* | X | X |   |   |
| Updates and Infographics  | X | X | X | X |

**Education**

|   |        |   |   |   |
|---|--------|---|---|---|
| AMS Sales Training Corporate License  | X      |   |   |   |
| Live Presentation at Company Events   | X      |   |   |   |
| Customized Webinar for Company Team   | 1/year |   |   |   |
| Contract Administration Conference, MedSupplyChain Conference and all virtual conferences* (Member Discount on Registrations) | X      | X | X | X |
| Webinars on Government and Market Trends—Free to All Employees  | X      | X | X | X |

**Business Intelligence**

|   |                     |  |  |                        |
|---|---------------------|--|--|------------------------|
| Market Research and Industry Update Publications (Market Reports) | PDF license for All | Print copies to 20 VIPs and PDF for 1 report | Print copies to 10 VIPs and PDF for 1 report | Print copies to 5 VIPs |
|---|---------------------|--|--|------------------------|

\*Registration fees apply.

# HIDA Educational Foundation Associate Program

**EMAIL this form to Callie Barthel at [barthel@hida.org](mailto:barthel@hida.org).**  
**QUESTIONS? Please contact Callie at 703-838-6116.**

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_

STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

WEB SITE: \_\_\_\_\_

Please indicate your organization type:

- Manufacturer       GPO  
 Software/IT Provider       Healthcare Provider  
 Other \_\_\_\_\_

Please indicate the percentage of your business in each of the following markets:

- Physician \_\_\_\_\_%       Hospital/Acute Care \_\_\_\_\_%  
 Post-Acute \_\_\_\_\_%       Home Care \_\_\_\_\_%  
 Surgery Centers \_\_\_\_\_%       Laboratory \_\_\_\_\_%  
 Other: \_\_\_\_\_ %

Primary product line(s): \_\_\_\_\_

Percent of business sold through distribution: \_\_\_\_\_ %

**Yes**, our company would like to become a HIDA Educational Foundation Associate. We will join at the following level:

- Enterprise (\$80,000)       Patron (\$45,500)  
 Benefactor (\$17,500)       Member (\$9,200)

Your teammates will benefit from the insights HIDA provides so please list their contact info below.

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_

## METHOD OF PAYMENT

**Check enclosed.** Please make check payable to the *HIDA Educational Foundation*.

**Charge:**     American Express     VISA     MasterCard

CARD NUMBER: \_\_\_\_\_

EXP. DATE: \_\_\_\_\_ SECURITY CODE: \_\_\_\_\_

NAME ON CARD (PLEASE PRINT): \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

REV 1/24