Intalere continually seeks to partner with suppliers that provide innovative technologies, products and services that improve quality and clinical outcomes, and promote operational excellence for our members. Our objective is to present a contract portfolio that is competitive, innovative and supportive of our members’ needs.

Definitions

If you are a supplier of innovative or new technology, your product will most likely not be included on the Intalere Bid Calendar. Intalere defines innovative or new technology as a product or service that is unique or different (compared to existing products on contract) in the marketplace.

- Niche: Unique/different product (compared to existing products on contract) in the marketplace as determined by Intalere.
- Innovative: A company/product that has claimed new technology. This can be verified through review by Intalere or input from the Intalere Member Input Board (MIB).
- “Me-too” Product: A product that Intalere considers very similar (without technologically differentiating features) to existing contracted products.

Intalere, at its discretion, will determine if a product is truly a niche or innovative technology product. In the event that there is a question relative to the product and its applicability to this process, Intalere will have it evaluated by utilizing existing processes for member input.

Any company/product that is considered a “me-too” product will be provided an opportunity to participate in the next regularly scheduled bid cycle for the product category. Consult the Intalere Contracting Process on the Intalere public website for direction.

Our Supplier Selection Philosophy

Intalere has a unique philosophy within the group purchasing industry, which is, where possible, to offer our members a choice in contracted suppliers. Our dual-source philosophy allows our members to build their formularies with products and services that meet their needs. However, we will actively seek out sole-source agreements, if they are appropriate for a specific product category.

Learn More

For more information on Intalere’s Innovative Technology Program: 877-711-5700
strategicprograms@intalere.com
Seeking Innovative Technology for Our Members

Supplier Eligibility
Intalere seeks to partner with suppliers that meet the following eligibility criteria:

- Maintain appropriate distribution – direct or through distributors.
- Provide complete electronic reporting for all member sales on a quarterly basis – an electronic spreadsheet is appropriate.
- Have a dedicated customer service department capable of responding to Intalere membership in a timely manner.
- Have adequate production capabilities for the anticipated market(s) and regions (or national) to be served.
- Must carry the appropriate Federal approval(s) for all products.

The Annual Innovative Technology Tradeshow
At Intalere’s annual member conference (Elevate) in May, our Innovative Technology Tradeshow provides innovative technology suppliers the opportunity to exhibit their innovative product/service to Intalere staff and members. Interested suppliers must submit an application and receive an invitation to attend. Scorecards are utilized at the tradeshow to gather member feedback.

Please note that an invitation to exhibit at Intalere’s Innovative Technology Tradeshow does not guarantee that a contract will be offered. (See evaluation process below.)

How to Apply
To apply for Intalere’s Innovative Technology tradeshow, suppliers must complete an Innovative Technology Questionnaire. Suppliers with incomplete applications are automatically disqualified from showcasing at the Intalere Innovative Technology Tradeshow. Applications received after the deadline will not be considered for the tradeshow.

Evaluation Process
To ensure true member benefit, acceptance of innovative or new technology into our customer-focused portfolio is determined by member input and a thorough evaluation process.