The Benefits of HIDA Membership

Membership provides a wide range of resources and relationships that help companies perform profitably within today’s complex healthcare supply chain. Join today and start taking advantage of HIDA’s many member benefits, networking opportunities, and support services.

Government Affairs

Advocacy
Advocacy is one of HIDA’s top priorities. HIDA serves as your full-time legislative and regulatory team on Capitol Hill, focusing on the government affairs issues and policies that affect your business and customers. Specific issues include device tax, pedigree, competitive bidding, accountable care organizations, infection policy, Medicaid, health IT, and other key health reform policies. Through outreach efforts, HIDA seeks to protect and advance the interests of healthcare distributors and the overall supply chain. HIDA works with Congress, federal regulatory agencies, state lawmakers, and other government agencies to protect your business interests.

Government Affairs Alerts
Stay up-to-date on the latest regulations affecting your customers and your business with these timely e-mail updates.

Grassroots Advocacy
Regardless of company size or type, distributors can play a critical role in the success of HIDA’s advocacy efforts. Grassroots advocacy is the proactive education of public officials by HIDA and its members in order to promote and achieve legislative and regulatory priorities. It includes visits on Capitol Hill to lawmakers or hosting a Member of Congress for a site visit. With the implementation of healthcare reform in full swing, the ability of HIDA’s membership to educate and inform key decision-makers has a direct impact on the future of medical products distributors and the provider customers they serve.

HIDA PAC
HIDA PAC is the only political action committee that exclusively represents medical-surgical distributors on Capitol Hill.

Legislation Action Center
Take action on the current issues by contacting your members of Congress. Access letters to send to your elected officials and receive updates on the issues.

State Legislative Tracking
Access state and federal legislative reports for HIDA’s core issues.

“It’s comforting to know HIDA is working every day on issues and ideas many of us simply can’t fit into our days.”

– Marty Martter
Director, Strategic Supplier Programs
Owens & Minor

“Anyone who wants to be a leader in the healthcare industry should be a HIDA member. They are more than an ordinary association, they are my partner!”

– Noah Lam
President & CEO
Connetquot West Inc.
Business Intelligence

Industry Research
HIDA's Business Intelligence (BI) team gathers and analyzes data that illuminates economic and business trends for healthcare distributors. It creates tools members can use to benchmark their business results against industry averages, including market reports and dashboards described below.

Market Reports & Briefs
Understand market trends and prepare strategic plans using key data and analysis published in HIDA's annual acute care, physician, and extended care market reports.

Dashboard Suite
Dashboards are executive informational tools summarizing key indicators necessary for steering an organization. HIDA extended this concept by preparing a suite of members-only dashboards on topics of interest including commodities, sales and utilization.

Data Analytics
Using data to anticipate and manage market change is integral to driving growth and profitability. HIDA's data analytics service provides industry insights in an easy to understand format in order to help shape strategic direction.

Surveys and Studies
Examine information from HIDA members, customers, and other business partners to benchmark your performance and learn more about your customers' spending habits.

Education

Accredited in Medical Sales (AMS)
Accredited in Medical Sales (AMS) is the industry credential for professionals involved in selling medical products. Achieving AMS accreditation shows your customers and your company that you have the comprehensive knowledge required in today's changing healthcare environment. AMS is the only nationally recognized program that establishes your competence as a medical products sales professional.

Webinars
HIDA's webinar series gives distributors and manufacturers a simple and convenient way to tap into education and discussions on timely issues in medical products distribution and sales.

Customer Selling Tools
Educate your customers on key issues, new guidelines, and products to improve patient care with our one-page educational pieces that provide clear and concise, healthcare information.

Rotations
The education rotations offered at the Streamlining Healthcare Conference allow you to customize an education session by selecting a series of concise workshops. Topics include legislative and regulatory issues, product demonstrations, and skills development taught by industry experts.

“HIDA’s advocacy efforts have been tremendous and have helped us, as an industry, have an impact in shaping our destiny as it relates to pedigree and healthcare reform. The daily updates and the dashboards are key in my ability to stay on top of the ever changing landscape.”

– Cindy Juhas
President
Hospital Associates
Networking

Streamlining Healthcare Conference
Receive registration discounts for the industry’s most important event of the year. Join us at HIDA’s annual Streamlining Healthcare Conference and attend the education sessions based on industry trends, schedule strategic business meetings, and hear from the industry’s best minds and thought leaders.

Executive Business Exchange
This exclusive member-only event allows you to pre-schedule 20-minute meetings with vendor executives to plan profits, meet new vendors, and communicate with current trade partners…all while at the Streamlining Healthcare Conference.

Executive Conference
Distributor and manufacturer senior-level executives gather for strategic education, structured networking opportunities, and the annual Golf Classic.

Leadership Opportunities
Serving on an Advisory Council or a Working Group allows you to play a strategic role in advancing the organization and industry.

Healthcare Distribution Summit
HIDA’s leadership discusses key industry issues at this annual program. Invitation only.

Resources

Streamlining Healthcare
HIDA created the Streamlining Healthcare campaign to raise awareness on the value of distribution in today’s healthcare supply chain. Learn more at www.streamlininghealthcare.org.

Industry Fact Sheets
Forecast more effectively with downloadable PDF fact sheets on timely trends.

HIDA Executive Briefing
The HIDA Executive Briefing is a quarterly newsletter providing top-level, in-depth knowledge for executives on key government affairs issues and business intelligence trends impacting the distribution industry and our customers.

Daily Clips
HIDA Daily Clips is your convenient daily source for industry news including legislative and regulatory issue updates, provider news, and trends affecting the medical products distribution industry.

Membership Directory & Buyer’s Guide
A “who’s who” of the medical products supply chain. The Membership Directory & Buyer’s Guide is a complete listing of HIDA distributor members and HIDA Educational Foundation associates. Distributors are cross-referenced by markets and by state, manufacturers are listed by products. It’s a great resource for finding new markets, product lines, and business partners.

Conference App
Using this valuable tool, registered attendees can navigate the Conference program, schedule meetings in advance by searching the attendee list, or create personalized schedules by choosing sessions they want to attend.

Affinity Programs
HIDA has partnered with a number of vendors to bring members exclusive discounts on products and services that can be used to better run their business.

Social Media
Stay connected by following HIDA on Twitter, Facebook, and LinkedIn.
Why Join?

About HIDA
The Health Industry Distributors Association (HIDA) is the premier trade association representing medical products distributors. Since 1902, HIDA has provided leadership in the healthcare distribution industry.

HIDA members offer logistics services that increase the efficiency of the nation’s hospitals, nursing homes, physician practices, and other healthcare providers. With support from the HIDA Educational Foundation, an affiliated nonprofit corporation, HIDA offers a growing menu of member benefits including networking, advocacy, critical industry and market data, education and training products, and events that enhance the business performance of member companies.

Mission Statement
To advance the use and value of distribution in the medical products supply chain.

Membership Criteria
To be eligible for HIDA membership, your company must be a medical products distributor that sells or rents equipment or supplies (manufactured by other companies) to the healthcare community.

Membership Categories
HIDA membership categories are based on your company’s total annual revenue (most recent fiscal year) from the healthcare community for all locations, branches, and related organizations.

“HIDA’s educational programs, webinars, and market research reports (among others) are invaluable tools used throughout Cardinal Health. It is very important to have a trusted third party perspective as it relates to distribution’s customers, suppliers, and the legislative process.”

– Curt Wilens
Director, Market Research
Cardinal Health

“The annual market reports are the strongest pieces of literature HIDA supplies on trends and analysis in healthcare, specifically long-term care. It is an incredible resource to anyone who is in healthcare.”

– Bob Miller
Vice President Sales
Gericare Medical Supply

“The HIDA staff go out of their way to accommodate and make every aspect of being a member worthwhile.”

– Marty Martter
Director, Strategic Supplier Programs
Owens & Minor
Did You Know?

- Nearly 100% of patient procedures are supported by medical products delivered by a distributor.
- Distribution gives healthcare providers “one-stop-shopping” access to more than 200,000 medical products from over 2,200 manufacturers.
- Every day distributors support patient visits in more than 210,000 physician offices nationwide.
- Distributors deliver to nearly 295,000 sites of care including over 210,000 physician offices, 6,500 hospitals, and 44,000 assisted living facilities and nursing homes.
- When a healthcare provider orders medical supplies, distributors have it in stock 98% of the time.