



Underpad Manufacturers See Immediate Return on New CAMPS Memberships

On November 2, 2006, the California Association of Medical Product Suppliers (CAMPS) led an important meeting between manufacturers, providers, and policymakers to discuss the underpad contracting process with Medi-Cal. CAMPS successfully gathered underpad manufacturers, large-volume suppliers, and key members of the Medi-Cal contracting unit.

The meeting proved significant in many respects. It offered a forum for all parties to dialogue about some of the key contracting questions such as product specifications and the need for variety in underpad sizing. It also provided everyone in attendance with a unique opportunity to ask some of the actual decision-makers specific questions about the contracting process.

CAMPS led the way in providing a clear message on behalf of the entire group. Specifically, the CAMPS members in attendance witnessed that:

- ✦ The represented stakeholders put aside competing interests in favor of cooperation.
- ✦ Medi-Cal agreed to consider CAMPS' recommendations before finalizing the contract.
- ✦ CAMPS successfully facilitated a valuable exchange of information between manufacturers, providers, and Medi-Cal that encouraged appropriate collaboration and communication.

With results such as these, it is easy to see why so many in the industry support CAMPS and its various advocacy efforts. Shield Healthcare has long been a member and supporter of CAMPS. There is always room for more participation. We encourage our manufacturer partners to join CAMPS and to take advantage of the benefits that come with membership in such an outstanding organization.

But don't just take our word for it. See what some new members have to say about the benefits of CAMPS and the value of the membership to their organization:

“As a manufacturer committed to serve the California Healthcare Market we find CAMPS to be an invaluable resource to keep us updated on the current events in this market, and an excellent means to interface with many of our dealer/providers. As a committed partner to the providers of healthcare in California, I would recommend CAMPS membership to any company interested in participating in serving this community”.

***Anthony A. Gegelys
CEO, Humanicare International, Inc.***

"CAMPS is an organization built on mutual cooperation. It has provided us with a cohesive voice representing manufacturers, providers, and their beneficiaries. It has been a pleasure working with this very important organization and its membership community."

***Brian Tripi
Vice President Sales and Marketing, Whitestone Corporation***