



Save time and money by going online to find products.

What is Available through the Buying Advantage Program?

Select companies are invited by the AASP to participate in the Buying Advantage Program. The list of participating companies and available discounted services and products is always subject to change. The participating companies and vendors are not bound to remain a participating entity. They are free to come and go.

The primary goal of the program AASP is to make available reputable products and services to AASP members at a discount. To access an active list of available opportunities, go to the designated area of the AASP website at www.spinephysicians.org. A cost savings may be realized in one or more of the following categories.

- Insurance programs
- Diagnostic equipment
- Treatment and rehabilitation equipment
- Examination and treatment tables
- Educational models
- Office supplies
- Marketing products
- Publications
- Patient education resources
- Membership with partnering organizations
- Orthotics and orthopedic supports

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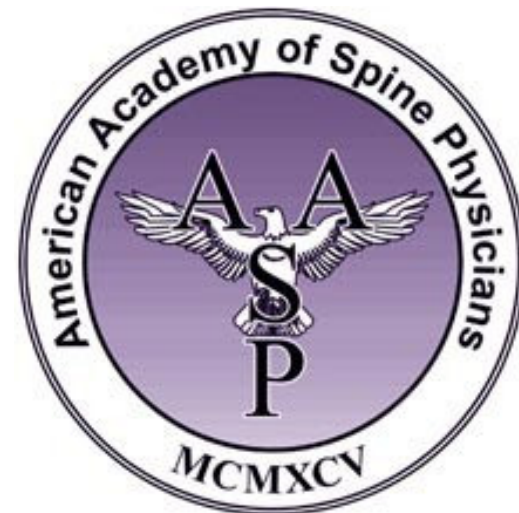
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BUYING ADVANTAGE PROGRAM



The American Academy of Spine Physicians

An organization comprised of
healthcare professionals dedicated to
excellence in spinecare

www.spinephysicians.org

The Academy

The American Academy of Spine Physicians (AASP) is a national organization comprised of physicians of various disciplines who are committed to excellence in spinecare. The AASP is one of the largest interdisciplinary spine organizations in the world. The Academy provides a variety of valued resources for its members including continuing education, credentialing, practice development resources, patient education items, and access to member discounts on products and services. The AASP is committed to keeping its members informed about available services and technology.

The AASP Website

The AASP website was developed to provide physicians with direct online access to member benefits and timely information. The website has an area dedicated to a the "Buying Advantage Program" where members can receive special offers and discounts on products and services.

What is the AASP Buying Advantage Program ?

The American Academy of Spine Physicians (AASP) is pleased to offer its valued members a wide range of products and services that have been carefully selected to meet their needs. The participating companies provide high quality, great value and exceptional service. We encourage members to patronize these outstanding companies. The program provides an opportunity for members to save a considerable amount of money during the course of the membership year.

**Hewlett Packard is an
AASP Technology
Partner**

HP is committed to helping the AASP provide leading-edge technology for members. To help accomplish this goal HP has become an AASP Technology Sponsor and a participant in the AASP Buying Advantage Program.

Role of the AASP Educational Sponsor:

The AASP promotes an integrated approach to education, marketing and cost savings.

Educational Sponsors are companies who want to increase their visibility while supporting the educational mission of the AASP. The AASP sponsor program gives companies an opportunity to promote their products and services to member physicians. To become a sponsor a company must complete an application process and be approved by the American Academy of Spine Physicians.

The AASP encourages its Educational Sponsors to also participate in the Buying Advantage Program. Many of the Sponsors offer a discount to members through the program.

Commitment to Members

The American Academy of Spine Physicians (AASP) is committed to helping members save money wherever possible. The AASP offers products and resources through an online store and through the Buying Advantage Program. Companies are provided with the opportunity to post their information on the AASP Buying Advantage area of the AASP website. Only members can access this areas by logging in with their unique password and identification number.



**"NO ONE IS BIG ENOUGH TO BE
INDEPENDENT OF OTHERS."**

William W. Mayo 1941

Commitment to Companies and Vendors

The American Academy of Spine Physicians (AASP) is committed to helping reputable companies make their products and services available to AASP membership. The online Buying Advantage program gives each participating company an opportunity to log onto their profile, update their profile, and change the discount offers to members. This online interactive feature encourages healthy competition which will benefit the company and the AASP members.

Members can search the Buying Advantage database by company name, service/product category or by the level of discount. Use of the AASP Buying Advantage Program can more than justify the cost of physician annual membership dues.

Vendor options include the ability to:

- set up and modify the company profile online
- adjust product/service discounts online
- increase click through traffic to their website
- upgrade to an educational sponsor status

**Members who participate
can save more than the cost
of annual membership within
a few months.**

Potential Benefits to Students and New Graduates

The AASP Buying Advantage Program offers unique benefits to students and new graduates. It provides them with an opportunity to plan the development of their practice while applying a significant cost savings. The collective cost savings could be considerable during the start up phase of a practice. The program also provides easy access to a database of products and services available at a discount, a task which could otherwise require a considerable time investment on the part of the student or new graduate.