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Children's Community Physicians Association

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CCPA Purchasing Partners, LLC

2024 & 2025 Annual Report

2024 & 2025

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Letter to Members

Working in the healthcare industry has taught us to "expect the unexpected," and, in recent years, there were no shortage of surprises. From cyberattacks on healthcare systems across the country to managed care payors leaving the commercial market, it has left many medical practices challenged in the wake. However, there were two constants that have persisted, Children's Community Physicians Association (CCPA) and CCPA Purchasing Partners (CCPAPP). From obtaining vendor payment deferrals when critically needed by our members, to adding new products and services to improve the practice bottom line, CCPA and CCPAPP remain on the forefront of advocating for our membership.

The accomplishments of 2024 and 2025 reflect our unwavering commitment to enhancing member services through the expansion of strategic partnerships and innovative solutions. These achievements not only demonstrate growth metrics for our organizations, but also provide a positive impact on member practices and their patients. Ultimately, contributing to better health outcomes in the communities served by you, our members.

Self-governed

CCPA & CCPAPP are governed by primary care pediatricians and pediatric specialists. Our independent organization is led by a member elected board of directors.

Jonathan Necheles, MD* **Timothy Geleske, MD**
President

Jennifer Bevan, MD **Ushma Patel, MD****
Vice President

Guy Randolph, MD **Dov Shapiro, MD**

Treasurer/Secretary **Rebecca Unger, MD**

*2024 Board Vice-President

**2024 Board President

Our Staff

CCPA and CCPAPP staff members are highly qualified and dedicated to serving member physicians and their practices. Members can rely on our team of professionals as a resource for handling questions, comments, and concerns about any of the services that CCPA and CCPAPP offers.

Kena Norris
Executive Director, CCPA & CCPAPP

LaVonna Swilley
Director of Operations, CCPA

Micaela Andres
Member Relations Specialist, CCPA

Paresh Patel
Director of Operations, CCPAPP

Sonia Perez Gandara
Member Relations Specialist, CCPAPP

Tara Ogletree
Senior Administrative Assistant, CCPA & CCPAPP

CCPAPP Vendor Updates

Key Milestones

Strengthened Partnership with McKesson

CCPAPP has maintained a robust partnership with McKesson for over 15 years, enrolling approximately 600 member practices, which constitutes 75% of CCPAPP's membership. CCPAPP negotiated new lab contracts, enhancing service offerings and member benefits.

CCPAPP introduction of innovative testing solutions included the following:

ID NOW™ the first Clinical Laboratory Improvement Amendments (CLIA) waived molecular test. The ID NOW™ platform gives medical practices the flexibility to test for COVID-19 and easily add on Flu A & B2 assay based on clinical necessity.

- CCPAPP members exclusive: Two ID NOW™ instruments at no-charge with the purchase of fifteen test kits.
- CCPAPP members exclusive: ID NOW Respiratory End-User Promotion: buy five kits, get six kits.
- CCPAPP members were not required to sign any additional long-term contracts or amendments to receive the discount.

BinaxNOW: Using one, patient-friendly nasal swab, BinaxNOW™ COVID-19/Flu A&B simultaneously tests for COVID-19, influenza A and influenza B.

- CCPAPP members exclusive: BinaxNOW COVID-19/Flu A&B Tests: buy three, get four.

Binx: The binx io is a molecular testing platform designed to enable single-visit diagnosis and treatment of *chlamydia trachomatis* (CT) and *Neisseria gonorrhoeae* (NG) infections and is the only molecular point-of-care CT/NG system

available for both male and female patients.

The binx io enables a test & treat model, is CLIA-Waived, provides laboratory performance in 30-minutes and is approximately 1-minute hands-on time per patient sample.

- CCPAPP members received up to a 20% discount on tests with instrument purchase.

bioMerieux: The SPOTFIRE system is the latest advancement in molecular infectious disease diagnostics. This advanced system empowers healthcare professionals to provide timely and informed care, improving patient outcomes while streamlining operational efficiency.

- CCPAPP members received a 31.4% discount on the respiratory/sore throat Mini Panel, and a 16.4% discount on the respiratory/sore throat Full Panel.
- Exclusive promotion for CCPAPP members included one box of Quality Control (QC): \$380/box; twelve vials per box (six positive/six negative) free of charge.
- CCPAPP members received the Fireworks cloud-based software at no-charge.

Cepheid: PCR Testing Cepheid now has a CLIA waived Multiplex Vaginal Panel (MVP) PCR test to help uncomplicate the diagnosis of vaginitis and two distinct vaginal infections – bacterial vaginosis and vulvovaginal candidiasis. The Xpress MVP enables same day treatment with results in about an hour.

- CCPAPP members received a 55% discount on one-time purchase of MVP Starter Pack which includes 60 MVP tests and 50 collection devices.

Clarity: Urine Analyzer The Clarity Platinum urine analyzer system consists of the urine analyzer and the clarity diagnostics urine reagent strips (CLA-10P). The clarity platinum urine analyzer is an automated, bench top instrument which is intended for point-of-care, in vitro diagnostic use only.

- CCPAPP Members received an extended three-year warranty on the instrument at no additional charge.
- No contract or volume commitment was required.

Relaymed middleware instantly transmits test results from the practice's in-house point of care devices to the patient's chart, and to the state reporting agencies.

- CCPAPP Members received a low-cost monthly subscription for device integration starting at \$65 per ordering provider.

Visby is a portable, single-use, point-of-care diagnostic device that uses Polymerase Chain Reaction (PCR) technology to detect infectious diseases with high accuracy. Designed for use in a variety of healthcare settings, the Visby PCR delivers lab-quality results in just 30-minutes.

- CCPAPP Members received up to 23% off Visby's sexual health and respiratory test kits.
- Exclusive promotions for CCPAPP Members included no capital investment, no service contracts, and no cost for maintenance or calibration of the device.
- Partnership with Visby was discontinued in late 2025 as their lab products are now available direct to consumer.

Exclusive Offerings for CCPAPP McKesson Members:

- BD Veritor Promo: buy four kits, get one at no additional cost.

- Sekisui OSOM Promo: rapid tests for common respiratory infections. Members received six kits for the price of five.

New Premier Partnership with Retractable Technologies Inc.:

- Retractable Technologies Inc.: New CCPAPP Premier contract offering with Retractable Technologies, Inc. (RTI), which designs and manufactures safety medical devices featuring automated retraction technology, thereby reducing the risk of needlestick injuries. RTI's VanishPoint Syringe is easy to use and allows for single-handed, passive activation. After retraction, it requires less disposal space than other safety syringes and prevents disposal-related needlestick injuries. It is available in various sizes, and with a variety of needle gauges and lengths.

Announced Limited-time Increased Discounts on Pfizer Vaccines:

- CCPAPP members received increased price discounts for Pfizer's Prevnar 20 and Trumenba vaccines.
- Prevnar 20 discount increased from 10% to 12%.
- Trumenba discount increased from 19% to 24%.

New Pfizer Vaccine Discounts Added to CCPAPP's Portfolio:

- CCPAPP expanded its partnership with Pfizer by adding the following new vaccines to our portfolio.
 - Penbraya is a pentavalent meningococcal vaccine, developed by Pfizer, that protects against the five most common serogroups (A, B, C, W, and Y) of the bacteria *Neisseria meningitidis*.
 - CCPAPP Members received an additional 8% off contracted pricing and an additional 2% discount for prompt pay.

New Merck Vaccine Discounts Added to CCPAPP's Portfolio:

- CCPAPP expanded its partnership with Merck by adding Enflonsia to our contract.
 - ENFLONSIA is for the prevention of respiratory syncytial virus (RSV) lower respiratory tract disease in neonates (newborns) and infants who are born during or entering their first RSV season. ENFLONSIA is a preventive, long-acting monoclonal antibody (mAb) designed to provide direct, rapid and durable protection through five months, a typical RSV season, with the same 105 mg dose regardless of weight.
 - CCPAPP members received a 19% discount through June 30, 2026.
- CCPAPP practices that clinically prefer to prescribe Vaxneuvance®/CAPVAXIVE™ as their primary pneumococcal vaccine of choice received a Vaxneuvance/CAPVAXIVE discount of 16%.

New Sanofi Beyfortus Partners Plus Program for CCPAPP Members:

Sanofi's Beyfortus Partners Plus Program is designed to help practices save through performance-based credits.

- CCPAPP members received a 7% credit for eligible purchases over the entire three-year promotional period or received a 2% credit for eligible purchases over the entire three-year promotional period: years 1-3.

New Partnership with CSL Seqirus

CSL Seqirus: Responding to member requests, CCPAPP established a partnership with Seqirus to offer a broader range of seasonal flu vaccines, including:

- AFLURIA and FLUCELVAX vaccines help protect people aged six months and older from the flu.
- FLUAD is a flu vaccine that helps protect people aged 65 years and older.
- CCPAPP Members received an additional 3% off contracted pricing and an additional 2% discount for prompt pay.



CCPAPP Financials

	Actual 2023	Actual 2024	Actual 2025
Total Vendor Revenue	\$2,316,552	\$2,437,832	\$2,368,980
Expenses			
Board Expense	\$5,427	\$4,674	\$5,224
Staffing	\$470,105	\$451,736	\$485,053
Legal	\$35,718	\$66,258	\$117,366
Marketing	\$10,512	\$13,716	\$9,759
All Other	\$70,358	\$69,077	\$84,238
Total Expenses	\$592,120	\$605,461	\$701,640
Other Income	\$1,759	\$2,579	\$274
Net Income	\$1,726,191	\$1,834,950	\$1,667,614

CCPAPP Revenue Summary

Key Milestones

Significant Revenue Generation

In recent years, CCPAPP has consistently achieved an administrative revenue of over \$2 million from vendor partners, reflecting robust member participation in vaccine contracts, including Merck, Sanofi, and Pfizer. This highlights the effectiveness of CCPAPP's partnerships in driving financial success.

Effective Expense Management

Expense containment is important to CCPAPP, demonstrating our commitment to efficient operations and cost control; allowing for maximum revenue distribution to members.

Member Benefits: High Distribution Rate

Over the years, CCPAPP has typically returned about 60% of its total net income back to member practices in the form of a yearly financial distribution check.

These achievements highlight CCPAPP's successful revenue generation and effective cost management strategies, resulting in substantial financial benefits for member practices. The significant distribution of net income not only reflects the organization's commitment to its members but also strengthens the overall health of the community served by CCPAPP.

CCPAPP Membership Survey Results

The membership survey results highlight CCPAPP's commitment to delivering high-quality services and support to its members. The significant ratings demonstrate the positive impact of CCPAPP's initiatives on member engagement and loyalty, ultimately contributing to the organization's ongoing success.

Category	2023	2024	2025
Pricing	90%	93%	85%
Customer Service	95%	98%	93%
Product/Service Offerings	90%	97%	88%
Vendor Information	90%	93%	88%
Practice Management	85%	92%	83%

(Percentage of membership that responded between "Good" to "Excellent" relating to CCPA Purchasing Partners' qualities.)



CCPA Financials

	Actual 2023	Actual 2024	Actual 2025
Revenue			
Credentialing Processing Fee	\$2,600	\$1,600	\$1,300
CCPA Annual Dues Income	\$52,200	\$53,100	\$51,750
Revenue Distribution CCPAPP	\$580,000	\$660,000	\$670,000
All Other	\$39,000	\$41,750	\$55,000
Total Revenue	\$673,800	\$756,450	\$778,050
Expenses			
Board Expense	\$6,657	\$5,874	\$6,424
Staffing	\$412,549	\$401,299	\$426,848
Legal	\$ –	\$7,775	\$13,509
Credentialing Cost	\$7,440	\$9,855	\$9,420
All Other	\$ 247,327	\$293,605	\$294,861
Total Expenses	\$673,973	\$718,408	\$751,062
Other Income	\$59	\$68	\$74
Net Income (Loss)	\$(114)	\$38,111	\$27,062



CCPA understands the financial challenges that our members experience operating their practices. Therefore, CCPA has never increased its annual membership dues since 1995.

CCPA Credentialing / Managed Care

CCPA is our members "one stop" credentialing for fourteen managed care contracts. In addition, CCPA staff scored 100% in managed care audit results from 2017 to 2024. The maintenance of high audit scores guarantee that the National Committee for Quality Assurance (NCQA) standards are met throughout CCPA's credentialing process. Hence, ensuring the continuation of CCPA's delegated agreements with our managed care payors.

In July 2025, the NCQA added new standards that are now included in the updated CCPA initial and recredentialing policies and procedures, which can be found in the member's portal on the CCPA website.

Moreover, since 2024, the CCPA staff and credentialing committee credentialed 30 new members and recredentialed 274 current members.

CCPA Credentialing Committee Members

Zibute Zaparackas, MD – Chairperson
Kenneth Lyons, MD
Jennifer Newport, MD
Thomas Weigel, MD

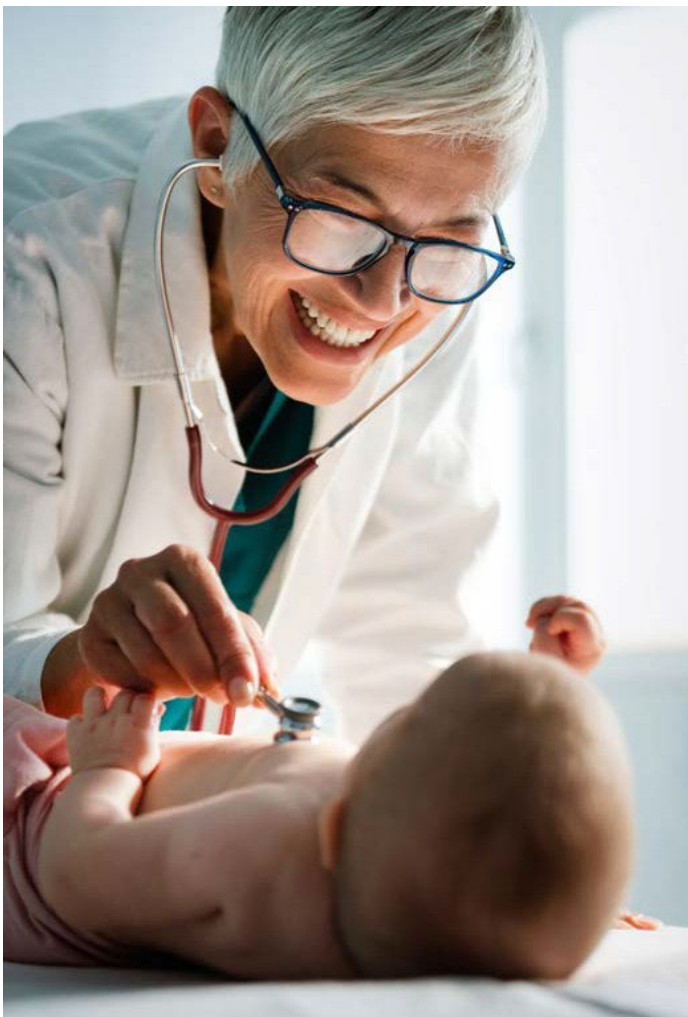
CCPA Managed Care Payors

Aetna*
CIGNA*
Claritev - Beech Street
First Health (Aetna)
Great West (CIGNA)
HealthSmart
Independent Medical Systems
Claritev - Multiplan
National Preferred Provider Network
Sagamore
USA Managed Care Organization
Zelis (formerly HFN, INC)

Effective December 31, 2024, Humana and Preferred Network Access (PNA) discontinued their participation in commercial insurance. Humana changed its focus to Medicaid and Medicare managed care contracts. PNA updated their business model to administer health care cost containment for other organizations.

On April 1, 2025, Multiplan corporate name and logo was changed to Claritev. Noting that the new name change is the company's "doing business as" (d/b/a) name to create a one name that represent Multiplan's vast and diverse set of healthcare products in today's market.

*Aetna and CIGNA contracts are managed by Lurie Children's Pediatric Partners.





CCPA Member Exclusive Benefits

It is CCPA's mission to continue adding resources that are beneficial and easily accessible to our members.

Newsletter

The CCPA newsletter was created to give members another resource that focuses on practice management subjects, including relevant healthcare law and other healthcare issues that could be used to improve the day-to-day business operations of a private practice. CCPA staff search for professionals who are experts in their field to share their knowledge on these practice management focused topics.

Articles covered in the newsletters provided expert guidance on how to prevent and respond to incidents of workplace violence, fraud prevention, and the importance of updating the practice's patient financial policy. Previous newsletter issues focused on maintaining telehealth security, developing innovative patient scheduling, best practices for virtual visits, improving the well-being of physicians and practice staff, guidance on how to handle unvaccinated patients, and much more.

The CCPA newsletter strives to inform, update, and offer solutions by covering topics that are both current and pertinent to pediatric practices.

Malpractice Insurance Discount of 6% continues for CCPA members.

Cardiopulmonary Resuscitation (CPR)

Reimbursement – Up to \$60 per CCPA physician members.

American Academy of Pediatrics (AAP) Resources

New or updated resources are listed in green.

- [AAP Mental Health eBooks Collection](#)
- [AAP Toolkits- including Bright Futures, Mental Health, ADHD and Autism](#)
- [Communicating Visually in Pediatrics](#)
- [Managing Infectious Diseases in Child Care and Schools, 6th Edition](#)
- [Red Book Online](#)
 - [New Diagnosis Detective Feature](#)

- [Pediatric Care Online](#)
 - [Quick Topic Review Videos](#)
- [Pediatric Patient Education](#)
- [AAP Pediatric Coding Newsletter](#)

Free Continuing Medical Education (CME) Events

CCPA continues to sponsor complimentary attendance for CCPA members to the Lurie Children's Hospital's coding events. In addition, CCPA offers free CME for the Annual Meeting – Time for a Check-Up seminar.

Free Marketing - Your practice listed on "Find a Doctor" found on Ann & Robert H. Lurie Children's Hospital's website.

CCPA provides up to \$5K worth of benefits per physician every year!

