



Visit our new website!



**Over 10,000 agencies strong nationwide!
Co-operative buying at its easiest!**

A new year is coming, how is your budget?

I bet that most of you reading this share the same problem, your responsibilities have increased and you are expected to do more, all while your budget failed to follow suit. How do you make your limited resources stretch? Since this is the season for lists, I have given some ideas and solutions we can assist with. **Be sure to [create your login](#) on our new website to see all of the details below!**

- **Hidden fees you are paying companies.**
 - An example of this is credit card fees that you pay on every payment you receive or make. Your bank or other provider is making money on you with every swipe. There is a way to save hundreds if not thousands each year. We have a [partner contract](#) that will do all of the review work for you for free and if we can't save you money, we will give you a \$100.00 gift card just for letting us try.
- **Everyday purchases on simple things.**
 - These blind items that you just need and don't price out everyday, like office supplies. Make sure that you have contract pricing from vendors like [Staples](#) or [Office Depot](#).
- **Money you did not know your business is eligible for.**
 - Has your company been in a fender bender that was not your fault? You could have thousands of dollars of unclaimed money. Sawik has a [vendor partner](#) that will do all the work and research for you and fight on your behalf. One Sawik member has already recouped over \$300,000!
- **Refurbished equipment vs. new.**
 - Everyone can't afford new equipment, especially on things that break frequently. We have a brand [new partner on radios and other handhelds](#). Be sure to use SAVVIK10 to get an additional 10% discount.
- **Offer benefits to your employees that don't cost anything.**
 - We all would like to have more benefits, but they are cost prohibitive. Did you know that some of our most popular offerings can be shared with your employees? Discounts from [AT&T](#), [Staples](#), [Office Depot](#), [Hotels](#), [Rental Cars](#), [Entertainment](#), and much more. Sawik can even help customize material to share with your employees.
- **Health Insurance**
 - The biggest expense and the biggest headache. Sawik now has everything from [major medical](#) to [telemedicine from MDLive at \\$12.00 per month](#). If nothing else it will give you another place to quote and see if you can save some money.
- **Workers Comp insurance**
 - Another huge expense. We now have a [partner that specializes](#) in quoting Public Safety Agencies. They are great to work with, and happy to give a no obligation quote.
- **Leverage co-operative contracts.**
 - This is the core of what [Savvik does](#). We have over 80 contracts and bids that are free for you to use. We will help do all of the work if you are interested in quoting anything from band aids to bulldozers.
- **Wellness programs can help save overtime.**

- Keeping your employees healthy and happy is a big undertaking, but is worth the investment. Our [Savik partner](#) has worked with some of the biggest services in America to improve attendance, limit injuries and promote good work habits.

- **Your time is money**

- We are here to serve you. If we can help in any way take some of the burden, we would love to help. Savik is very thankful for the jobs that you do protecting us everyday, let us help make your job just a little easier. [Savik offerings are free to use](#) and there are no commitments.

Thank you for all that you do,

Mickey Schulte
Executive Director
Savik Buying Group
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Association Spotlight

EMSAC

Emergency Medical Services Association of Colorado

A candid interview with Reese Lee

Chief Association Executive

By Julie Fontaine



How long have you been with the association?

I have been with the association for 2 years now in various capacities.

What do you like most about your role?

What I enjoy most about my current role is working with the Board of Directors. The strategic planning that we develop to elevate the association to be the voice of EMS in the state of Colorado is a real highlight for me.

Association highlights, you can plug upcoming conferences and expand on what members are to expect at the conference.

For the first time, at the 2018 conference, we recorded some of the sessions to begin offering CE credits online to our members! This is especially exciting for our rural members who may not be able to attend the conference. Members can always expect top-notch faculty presenters within the industry to deliver cutting edge education.

Where did you get your start in the industry?

I got my start in the industry a couple years ago by working with EMSAC and the conference. Since then my role with EMSAC has expanded and I now have a greater depth of understanding the role that EMSAC plays in Colorado EMS.

What positive changes have you been a part of in the EMS Industry?

The most positive changes that I have seen in my time with the association is the communication between the state and EMS agencies.

What is your greatest achievement?

One of the greatest pleasures that I get out of my current role is being a part of getting legislation passed or defeated that advances the causes that are important to Colorado EMS. To be on the forefront during the legislative session and for EMSAC to have a very large voice during those sessions is a great achievement, not only for our members but for EMS all throughout the state.

What is your long-term vision for the association?

My long-term vision is for EMSAC to advance the cause of EMS in Colorado. For the Board of Directors of EMSAC to collaborate with the State and Regional EMS entities to be the voice of EMS in Colorado. A long-term goal is to be a tremendous resource for our members!

Do you have any special interests, hobbies, other groups you belong to?

Living in Colorado, I take full advantage of all this state as to offer! I'm an avid outdoorsman. I love to camp, fish and hike our amazing mountains!

[Visit EMSAC](#)



Limited Time Promotion!

RFB#2018-01

Any organization that submits for a quote with Medline through Savvik will get a \$50 discount off the organization's next purchase from Medline (minimum of \$150 order required).

There are three easy steps to take advantage of this promotion:

1. Submit a supply list to Savvik or your Medline Rep to receive a quote from Medline
 2. Make a minimum purchase of \$150 with Medline
 3. Submit the following form (www.medline.com/go/Discount50) to claim the \$50 Discount
- Offer valid until December 31st, 2018**

New Savvik Vendor!

Savvik is proud to announce a new national discount program with **Genlantis**, the makers of FirstResponder Sterilizer. We have a discounted national program pricing. [Learn more](#)

Download the brochure.



Safety Vision delivers the highest level of first responder safety by providing cost-effective and custom tailored solutions that utilize the latest mobile video technology. First Responders rely on our visual enhancement products to ensure that they stay out of harm's way during rapid responses and increase pedestrian safety. Robust and heavy-duty cameras capture a wide field of view, offering maximum

**SAFETY
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MOBILE VIDEO SURVEILLANCE SOLUTIONS

Recovering Loss of Revenue from “not at fault” accidents.

Loss of Revenue, Diminution of Value and the Claim Process Explained

By Brian Ludlow

When your units get hit by a third party and the vehicle is out of service, are you getting Loss of Revenue for the downtime while the unit is being repaired? Whether you answered yes or no to that question, reading this article will be the one of the most lucrative uses of your time this year.

[Read More](#)



New Medical Supply Award [RFB #2018-01](#)

Savvik is proud to announce a new 3 year **PUBLIC** contract with Henry Schein for medical supplies and equipment. No need to go out to bid for your medical supplies! Link to our new contract today!

[RFB Information](#)

[Send us your supply list for a free, no obligation quote](#)

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MEDICAL | EMS



SafeTech Solutions *The Solution When it Comes to EMS Leadership*



Nationally-acclaimed instructors and quality education.

Join us in Spring 2019 for our popular **EMS Leadership Academy** in Las Vegas. We're also excited to announce 2019 Academy dates at **Crested Butte Mountain Resort** in Colorado. These classes are for CO services only. Please see more below or on our [website](#).

Las Vegas, NV
March 19-22: Part I
May 14-17: Part II

Crested Butte Mountain Resort, CO

April 9-12: Part I

June 4-7: Part II

Leadership is a game changer in today's challenging and dynamic EMS. Acquire new leadership training or hone existing skills, and increase your competitive edge. Our expertise draws on more than 60 years' combined knowledge and experience working in EMS and leadership development.

Please check out our website for more.

About SafeTech Solutions: We are proud to be a leading EMS consulting firm, dedicated to helping individuals, organizations and communities create sustainable and high quality emergency medical services. We believe that leadership and success are inseparable. Through our Leadership Academy programs, we work to develop leaders - men and women who see clear destinations, inspire others, and actually get things done.

About our EMS Leadership Academy: These programs give participants the basic tools and information to quickly and successfully assume the role of a leader. Learn or sharpen skills to quickly move into a respected and effective leadership role working with EMS field providers. Since 2004, more than 2,000 leaders across the nation have participated in the Academy.

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