

Bringing value to  
community health care,  
one hospital at a time



# Advancing health care in your community with neighbor-level service

## Vizient is built on relationships

The trust we build with our members is the foundation of our business, no matter the size of the facility or system. Our dedication to independent, community health care is embodied in our Independent Community Member Value (ICMV) team. Our ICMV experts who work with local health care organizations become familiar faces, even fixtures, at the member facility. It's all part of bringing the backing, experience and track record of Vizient to every one of our members.



# Bringing the power of scale to our neighbors everywhere

Vizient fuels individualized and sustainable performance improvement to independent, rural and community health care member organizations. We provide neighbor-level service with the backing, experience and scalability of the largest health care improvement company in the country.



## Vizient helps you achieve sustained performance through four key focus areas



### Spend management

#### Cost-effective, efficient supply chain services:

- Medical-surgical supplies
- Clinical preference items
- Purchased services
- Capital, construction and facilities
- Supply chain operations and resilience



### Pharmacy

#### Clinically driven, revenue-generating pharmacy services:

- Best-in-class contract portfolio and private-label program
- Price, quality and mix
- Contract utilization
- Clinical operations
- Ambulatory strategy



### Operations and quality

#### Improvement-focused operational and quality discipline:

- Labor and operational efficiency
- Clinical quality
- Safety
- Care variation
- Clinician engagement



### Strategic growth

#### Systemwide growth and effectiveness:

- Enterprise service line strategy
- Physician strategy
- Payer strategy

# The Vizient advantage

At Vizient, we are focused on delivering outstanding member experiences. We collaborate with you to achieve shared goals, and we connect the right expertise at the right time to help you and your community thrive.

Vizient is a unique provider of data-driven resources and insights on the front lines of today's dynamic health care industry. Our mission is to strengthen your delivery of high-value care by aligning cost, quality and market performance. We also work with you to adopt practices and solutions quickly and effectively while balancing the demands of clinical care and financial performance.

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**We work closely with our independent community members, offering data and analytics, advisory experience, collaboration networks and sourcing and supply chain partnerships.**

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## Trusted by health care professionals everywhere

Vizient has a proven track record working with community hospitals to improve performance across the board.

Our ICMV team works hand-in-hand with community hospitals and local care providers to bring the knowledge, experience and, most importantly, the personal attention needed to drive innovation and accelerate growth.

We work closely with our independent community members, offering data and analytics, advisory experience, collaboration networks and sourcing and supply chain partnerships.

We pride ourselves on being advocates for positive changes that will help you provide the best and most cost-effective care for your patients.

Our market-driven insights help you anticipate opportunities with market-leading solutions to address your needs.

With Vizient as your partner in addressing your biggest challenges, solving the equation of balancing cost and quality becomes a team effort.





## Unmatched insight and expertise

Vizient connects all of our members with distinct knowledge, a broad portfolio of products and services, and increased purchasing power to help you thrive in this evolving industry. Our integrated solutions are built on the scale of our data, expertise and volume. Your ICMV team will bring the right data and meaningful analytics to help your health care organization know which of our solutions are right for you.

# A history in innovation and industry firsts

From establishing the first organization for supply contracting to tackling new challenges and bringing transparency to pharmacy benefits management, Vizient has a history of innovating, and our team brings that experience to you. We become part of your team, working with you to develop new strategies that will help you improve operational efficiency without compromising quality of care or your connection to the community.

## Emerson Hospital

Through supply chain analytics and strategic programs, Vizient helped drive \$5.6M savings in just two years at this 179-bed full-service, regional medical center in Concord.

••What we accomplished in the first six months of processing data would probably have taken us four or five years to perform manually without the support of Vizient staff. ••

### Louis Rocco

Senior Contract Manager, Integration, Partners HealthCare

### Challenge

In early 2017, Emerson needed to expand its standardization efforts to provide more value for the organization. However, they had no integrated benchmarking tool in place and were unable to track their progress or measure performance. Data would have to be manually aggregated from multiple sources to identify savings opportunities.

### Solution

- Enrolled Emerson in Partners contracts
- Integrated Vizient Savings Actualyzer™
- Introduced Emerson to savings available through the Vizient Impact Standardization Program

### Results

By combining the power of Vizient supply chain analytics with the Impact Standardization Program, tier maximization, Novaplus and Partners' contracts, Emerson Hospital saved more than \$5.6 million in two years. The organization also improved performance, demonstrated by its dramatic price index improvement from 62.9 (ranked No. 54 for hospitals with less than \$100 million in annual spend) to 34.3 (ranked No. 1 for hospitals with less than \$100 million in annual spend).



## Valley View Hospital Association

This 78-bed community hospital in Glenwood Springs achieved 6% supply saving by moving to Vizient from a previous group purchasing organization.

••To date, we're encouraged by the savings and the dollars returning directly to our facility, and we're excited about the programs Vizient offers as we work toward a more efficient, enhanced supply chain program coordinated with our surgeons, staff and community.••

### Charles Crevling

Chief Financial Officer, Valley View Hospital Association

### ● Challenge

Valley View Hospital Association sought more independence within its GPO relationship that would allow it to keep 100% of any fee share and rebate amounts within the organization. Valley View established an annual savings goal of 2%, coupled with the ability to negotiate with vendors regarding product availability and pricing.

### ● Solution

- Implemented Vizient Savings Actualyzer™ to easily identify, prioritize, track, measure and report cost-reduction initiatives
- Vizient Achieve Committed Program enabled cross-reference opportunities to reduce costs and identify solutions to standardize suppliers and product lines
- Identified further savings through Vizient Impact Standardization Programs

### ● Results

A cost study analysis showed a 3.5% savings in medical-surgical and lab and a 2% savings in pharmacy. In addition, all fee share and rebate amounts on purchases are returned directly to Valley View, which now has access to more than 2,000 contract options with varying product opportunities, allowing the organization to enhance its supply chain. The vast portfolio of products available through Vizient allows for flexibility in choosing vendors, which is a key aspect Valley View sought when switching GPOs. Throughout the transition, Vizient provided dedicated resources for hands-on support to ensure that all needs were met.

# vizient®

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