

Advancing health care
for the greater good



Fueling connections that improve performance across the care continuum

In our rapidly evolving health care environment, innovation that improves outcomes while lowering costs is more necessary and valuable than ever.

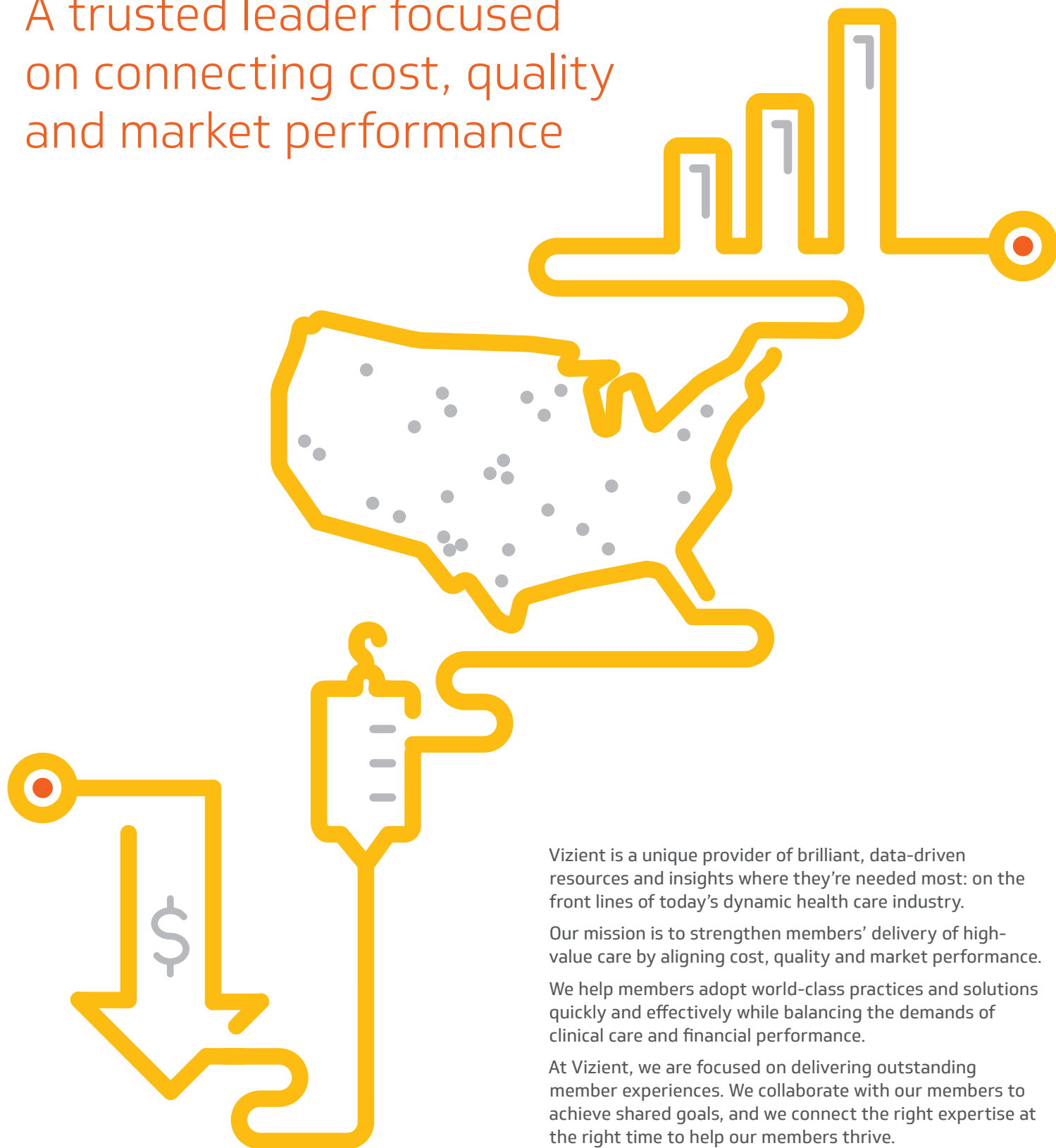
Tomorrow's health care demands advanced thinking, smarter analytics and shared thought leadership. It requires connected data, investments and relationships.

Successful health care organizations are those that harness the power of data to improve operational efficiency without compromising quality of care.

Fulfilling the diverse needs of these organizations requires a partner with the scale, breadth and depth of experience, and proven expertise to deliver exponential impact across the continuum of care.

Meet Vizient®

A trusted leader focused
on connecting cost, quality
and market performance



Vizient is a unique provider of brilliant, data-driven resources and insights where they're needed most: on the front lines of today's dynamic health care industry.

Our mission is to strengthen members' delivery of high-value care by aligning cost, quality and market performance.

We help members adopt world-class practices and solutions quickly and effectively while balancing the demands of clinical care and financial performance.

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

Vizient is the nation's leading health care performance improvement company

We serve **more than half** of the health care organizations across the United States—from large integrated delivery networks and academic medical centers to community hospitals, pediatric facilities and non-acute care providers.

We bring together **health care's brightest** to drive innovation and accelerate growth for our members.

We offer **unmatched capabilities** in data and analytics, advisory experience, collaboration networks, and sourcing and supply chain partnerships.

We amplify our members' **collective voice**, advocating for positive changes that will help them provide the best and most cost-effective care for their patients.

We connect **market-driven insights** to anticipate members' opportunities with **market-leading solutions** to address their needs.

We help our members take on health care's biggest challenges and **solve the equation** of balancing cost and quality.



“As the nation's leading performance improvement company, we bring new levels of data and insight to members across the cost, quality and market performance continuum.”

Byron Jobe
President and CEO
Vizient

Unmatched insight and expertise

Vizient connects members with distinct knowledge, a broad portfolio of products and services, and increased purchasing power to help them thrive in an evolving industry. Our integrated solutions are built on the scale of our data, expertise and volume.

Data and analytics



>\$140B
in supply
spend data



62M
patient
records



29M
inpatient
encounters



411M
outpatient
encounters

Collaboration services



>90
community-
based
networks



25
academic
medical center
networks



1,300
hospitals participating
in performance
improvement offerings

Advisory expertise



5th largest
health care consulting firm*

conducted



>700 engagements
in last four years

with



>550 experts,
360 with advanced degrees

Sourcing and supply chain



\$100B
in annual purchases



>1,200
suppliers

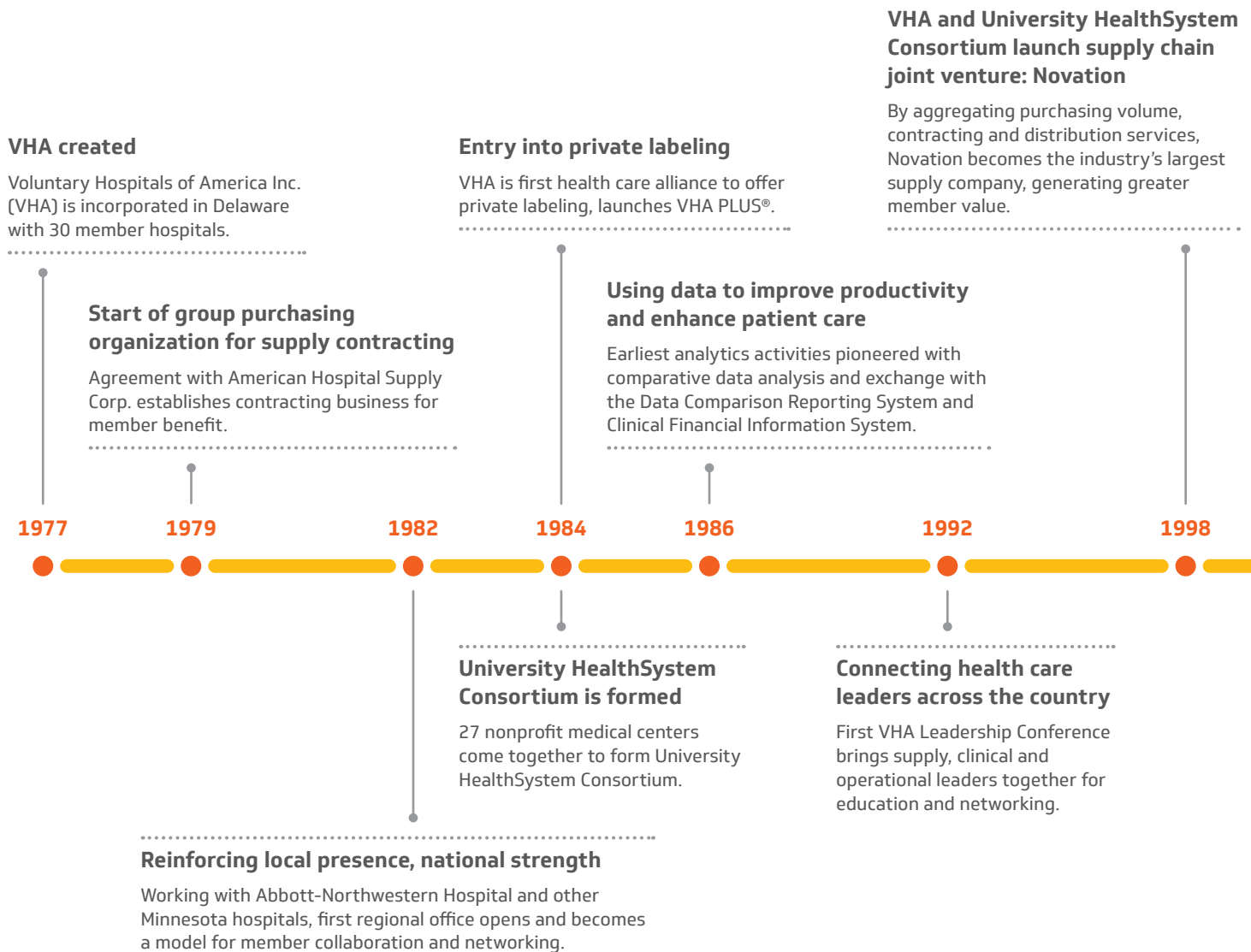


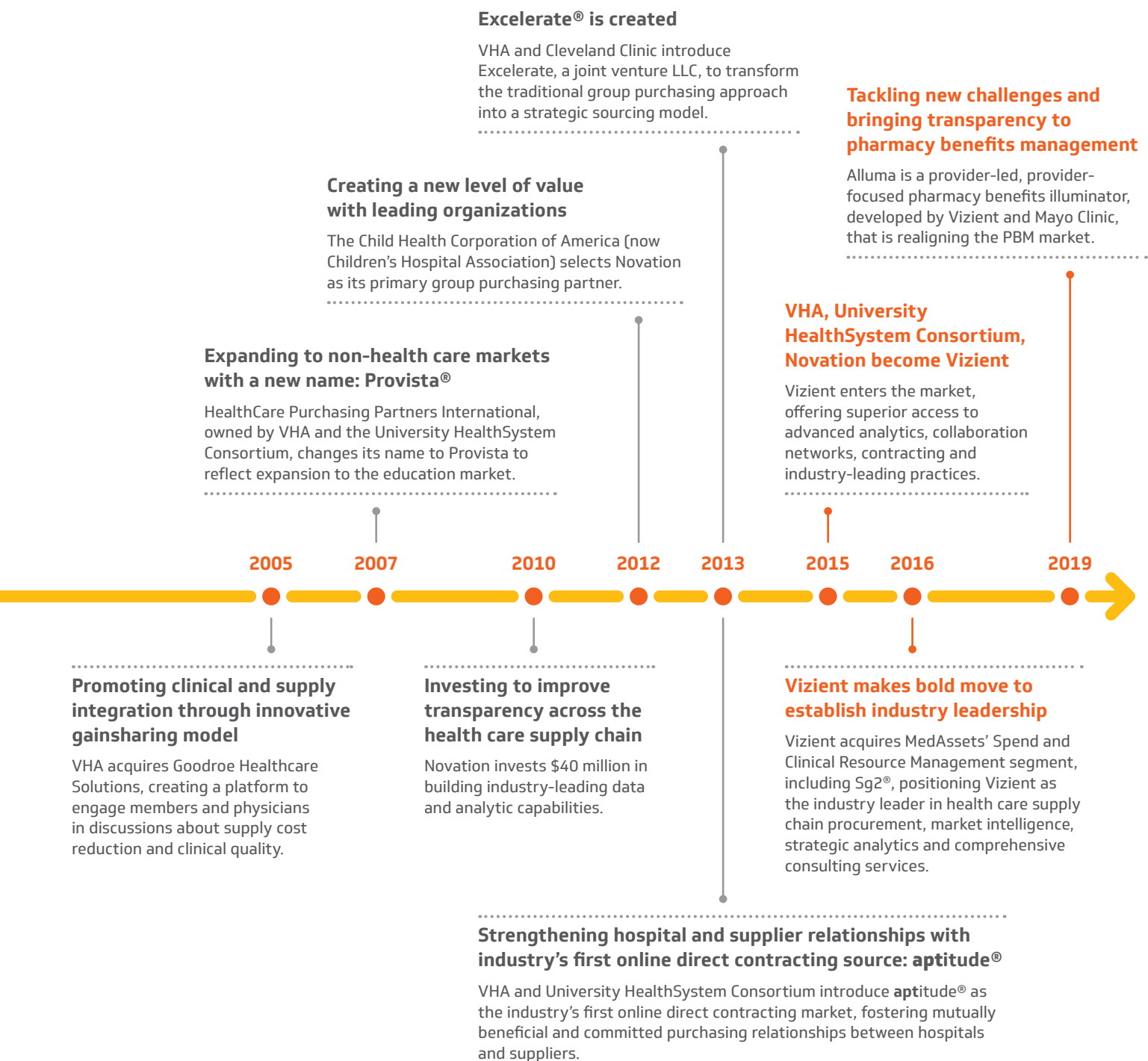
≈7,000
awarded contracts

for

>725,000
product line items

A progressive company with deep roots in innovation and industry firsts





Member spotlights

New Hanover Regional Medical Center

This nonprofit 800-bed health system with \$1 billion in revenue partnered with Vizient to transform its culture to one of continual improvement.

•• Our Lean transformation, our partnership with Vizient and implementing changes over the last six years has helped us to succeed. ••

John Gizdic

President and CEO

New Hanover Regional Medical Center

Problem

Facing a deficit of as much as \$200 million, New Hanover set out to save at least \$80 million over 10 years, without reducing staff, by transforming its culture and optimizing efficiencies.

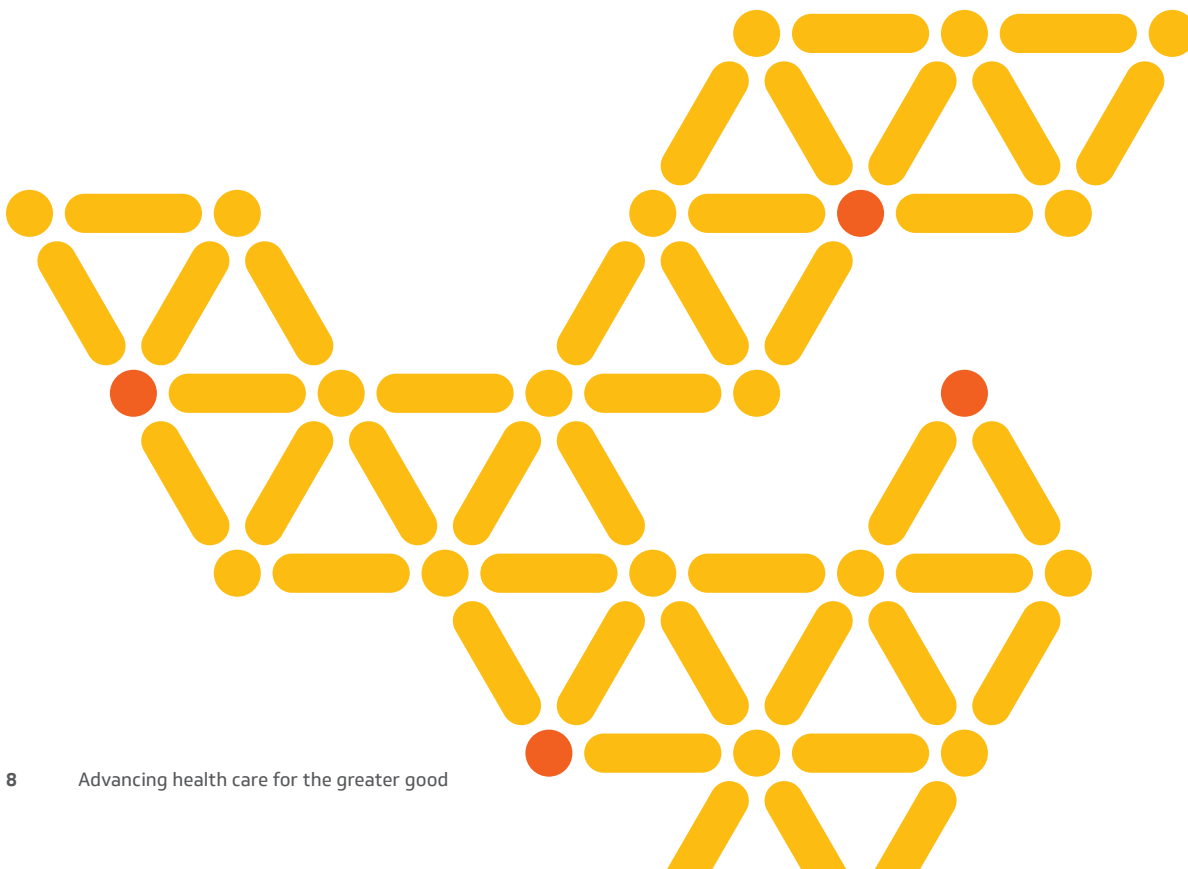
Solution

The organization and Vizient worked through a collaborative, team-based approach to:

- Instill a culture of continual improvement
- Empower employees
- Remove inefficiencies
- Raise quality measures
- Improve the patient experience

Results

Overall savings totaled \$165 million, with \$110 million saved in the past five years alone; the operating margin doubled from 3% to 6%; and the staff turnover rate fell below 10%.



INTEGRIS Health

Taking advantage of Vizient advisory services, this provider of high-quality care to Oklahomans for more than 50 years was able to consolidate its fragmented supply chain to increase efficiency.

••We looked at several options but selected Vizient because we knew they had the expertise.••

Micah Parker

Assistant Vice President
Supply Chain Operations
INTEGRIS Health

Problem

After years of growth, expansion and acquisition, INTEGRIS Health was operating with at least three distinct supply chains across its eight entities, preventing supply chain operations from performing in a manner that supported organizational goals.

Solution

- Creating a clear roadmap with steps to get to a single, sustainable supply chain operation
- Connecting with Vizient supply chain consultants to optimize organizational structure, implement best practices, enable broader use of technology and automation, and establish performance benchmarks
- Ensuring the new, single supply chain's sustainability by implementing a new performance benchmark dashboard

Results

Purchase order processing errors were reduced to 2.8%, electronic invoicing increased more than 400%, revenue increased by \$3 million over the agreement term, and contract price exceptions were reduced by 58%.

UMass Memorial Medical Center

With help from Vizient, the largest health care system in central Massachusetts transformed its supply chain from siloed and transactional to an integrated, strategic value driver.

••We knew that with the right focus we could reduce cost and improve efficiency.••

Therese Day

Chief Financial Officer
UMass Memorial Medical Center

Problem

Over time, health care industry challenges such as shrinking reimbursements, regulatory changes and the shift to value-based care had taken a toll on employees at UMass Memorial, who responded by focusing narrowly on the day-to-day transactional requirements of their roles.

Solution

- Elevating supply chain services to a strategic function across the health system and holding leadership accountable
- Conducting item master data cleanup and maintenance
- Automating and standardizing all back-office procurement functions
- Deploying a systemwide, clinically led value analysis process using advanced clinical and workflow technology

Results

Return on investment was 2.5 to 1, with savings of \$23.7 million in the first three years alone—surpassing the overall five-year engagement goal of \$23 million.

Member-driven

Together with our members, we fuel new business models and new approaches to care, through the power of brilliant connectivity, to help members focus on what they do best: deliver exceptional, cost-effective care. And we measure our success by our members' success.

Our members include the nation's top health care organizations, spanning all types and sizes—from academic medical centers to acute and non-acute community providers—that are interested in learning from our experience and from each other to accelerate performance and improve care. Whatever the size or needs of an organization, Vizient has access to experts, data and solutions that can address its unique challenges.

Membership benefits



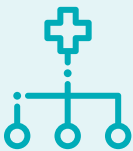
Harness powerful insights

Comparative data, analytics and insights are at members' fingertips, driving better business and better care.



Accelerate performance

Vizient brings members together to learn from the collective knowledge and insights of peers, helping them improve faster than they could on their own.



Achieve scale and efficiency

Our long-standing supplier and distributor relationships help members dramatically reduce the cost of care while amplifying results.



Make innovative connections

Learn, improve and build with Vizient and like-minded members through an impressive network of health care executives and organizations across the United States.



Be more agile

Our expertise across the continuum of care allows us to offer unmatched solutions to create more agile organizations powered by robust data and tools. Experienced and trusted advisors are trained to help build flexible organizations that are responsive to patient and market needs.



Build knowledge

Our strategic research helps members anticipate environmental changes and chart strategies to reduce costs and improve quality of care.



Gain an advocate on important policy issues

Our advocacy efforts ensure that members' voices are heard on the most pressing policy issues and topics.

At Vizient, we believe that moving health care forward means thinking differently. Working differently. And delivering a different kind of value to our members. Every day, we are in the business of helping transform how health care organizations do their best work.

We look forward to what we will achieve, together.





Corporate headquarters
290 E. John Carpenter Freeway
Irving, TX 75062
(972) 830-0000
vizientinc.com



Connect with us
Interested in membership?
Contact Vizient Support Center
(800) 842-5146
viziensupport@vizientinc.com