

Medical Equipment Planning: Delivering results from vision to value

CASE STUDY: Replacement Hospital and Medical Office Building

Supporting a multiyear journey for Medical Equipment Planning

Engaged following construction start to assist owner with equipment validation, coordination, sourcing, logistics, and activation for an 850K sqft 200 Bed Hospital with adjacent 200K sqft Medical Office Building and brought the project in on time and under budget.

Validated equipment list for Hospital, added required equipment for MOB that had been omitted by previous team and participated in value engineering efforts to bring budget in alignment with owner's expectations representing a 43% budget reduction.

Further reduced owners' financial liability utilizing Vizient's GPO supplier contracts and strategic sourcing activities. While also equipping the previously omitted MOB without negatively impacting project budget or schedule.

\$61M Validation Rightsizing equipment list and budget to \$34.9M	\$26M Reduction to client's initial budget	\$2.9M Negotiated savings from original \$39.9M budget
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CASE STUDY: Ambulatory Surgery Center

Supporting Medical Equipment Planning Only for new ASC

Engaged at schematic design to assist owner with equipment planning through construction documents for a 13K sqft, 3 OR, 2 Procedure Room ASC Planning Services only – No Procurement.

In support of design and construction planning we developed equipment specifications and obtained project specific shop drawings and supplier quote aligned to a GPO contracted supplier for the SPD that met the operational needs of the facility.

We worked with the contracted supplier to ensure best value for the project by negotiating discounts above applicable tier pricing, improved terms and partnership incentives resulting in savings above the standard GPO for this single purchase.

\$110,584 Negotiated / savings vs. applicable GPO Tier price	Equipment Planning Fee for Service Engagement	Single PO Savings Exceeded entire Vizient Fee for Equipment Planning Services
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CASE STUDY: Medical Office Building

Supporting a multiyear journey for Medical Equipment Planning

Engaged following construction start to assist owner with equipment validation, coordination, sourcing, logistics, and activation for an 333K square foot Children's outpatient tower. Provider issued exam room furniture PO outside Vizient process.

Post PO issuance Vizient renegotiate better tier pricing, mitigated 11.5% price increase, negotiated additional 2 years of warranty at no cost, and removed unnecessary supplier delivery fees.

Identified no LOD was on file with distributor resulting in spend not being reported and administrative fees not paid. Vizient negotiated with distributor to have \$1.8M in spend reported and fees paid for previous 12-month period.

\$46,433 Savings Tier optimization	\$211,768 Cost avoidance- Price increase, Warranty, Delivery fee	\$258,201 Total Negotiated value
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