

# Spend Management Visionary honors

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## Sourcing Visionary

*Excellence in sourcing discipline and contract performance.*

The Sourcing Visionary honor recognizes organizations that consistently achieve high levels of contract compliance to drive value for their organization and patients they serve and demonstrate strong sourcing discipline across categories.

Honorees are measured by performance within a spend category using client purchasing data captured through Vizient contracts, with an emphasis on contract utilization, adoption of savings opportunities, and demonstrated impact in sourcing execution.

### **Medical/Surgical**

Performance is measured by aggregated spend data aligned to Vizient's medical-surgical contracts, reflecting consistent contract utilization.

### **Lab**

Evaluation is based on laboratory spend captured through Vizient's contract portfolio, indicating high levels of compliance and sourcing alignment.

### **Physician Preference Items**

Organizations are assessed on their level of contract participation, consistency of spend and engagement in PPI sourcing programs. Market share growth and utilization of Vizient platforms are also considered, reflecting both influence and alignment in clinically sensitive categories.

### **Indirect Spend/Purchased Services**

Recognition is based on year-over-year growth in contract penetration and improved utilization of Vizient sourcing solutions within indirect spend and purchased services.

### **Capital**

Assessed through capital spend under contract, contract compliance rates, and participation in Vizient-led group buys.

### **Pharmacy**

Evaluation includes participation in key Vizient pharmacy initiatives, consistency in contract spend, and compliance with programs such as Novaplus. The recognition reflects both current and prior-year performance to capture sustained strategic alignment.

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## Value Alignment Visionary

*Advancing healthcare by aligning to shared value and innovation.*

The Value Alignment Visionary honor celebrates organizations that show sustained commitment to aligning with Vizient's strategic initiatives and value-based opportunities to drive enhanced value for their organization and patients they serve.

Honorees are evaluated with metrics derived from client purchasing data related to enterprise-wide programs, adoption of innovative solutions, and demonstrated engagement in collaborative contracting opportunities and value-aligned practices across spend categories.

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## Medical/Surgical

Performance is driven by both commitment and impact, with a strong emphasis on program compliance and contract activation. Organizations are evaluated on their actual activations compared to potential opportunities, as well as participation and engagement levels in Med/Surg commitment programs.

## Physician Preference Items

Evaluation Purchased Services Analytics is based on commitment level across PPI sourcing programs, including contract participation, clinical engagement, and market share performance. Participation in analytics platforms and inventory optimization tools also contributes to overall performance.

## Indirect Spend/Purchased Services

Evaluated through adoption of the Purchased Services Analytics (PSA) tool; this honor recognizes organizations with the highest number of PSA logins over a six-month period, demonstrating commitment to leveraging technology for sourcing decisions.

## Capital

Recognizes early adopters in the Capital Commit program.

## Pharmacy

Measurement reflects deep engagement in pharmacy commitment programs, including aggregation membership, contract consistency, and Novaplus compliance.

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## Enterprise Stewardship Visionary

*Driving enterprise-wide stewardship to maximize impact.*

The Enterprise Stewardship Visionary honor recognizes organizations that actively partner with Vizient to drive client enterprise-wide stewardship, leveraging scale and collaboration to advance client system-wide financial, operational and clinical value.

Evaluation is based on broad organizational engagement across multiple spend categories, with emphasis on stewardship, system-level alignment, and collaborative metrics-validated performance improvements that strategically transform their enterprises to better support their communities.

## Medical/Surgical

Evaluation is based on a combination of engagement, total savings, and savings percentage, with the greatest emphasis on client participation in cost-saving initiatives.

## Physician Preference Items

Measurement is based on commitment level across PPI sourcing programs, including contract participation, clinical engagement, and market share performance. Participation in analytics platforms and

inventory optimization tools also contributes to overall performance.

## Capital

High-performing organizations in this category demonstrate strong engagement across multiple capital programs and consistently capture value through aligned purchasing strategies. Evaluation considers overall savings potential, breadth of program participation, and long-term partnership impact.

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## Pharmacy

Evaluation reflects deep engagement in pharmacy commitment programs, including Novaplanus Enhanced Supply Reserve and aggregation

membership, contract consistency and Novaplanus compliance.

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## Non-Acute Practice Visionary

*Leading the way in value and performance across non-acute care.*

The Non-Acute Practice Visionary honor acknowledges organizations that demonstrate leading practices in managing non-acute sites of care, ensuring consistent sourcing discipline and value realization outside the acute-care setting.

Assessed by performance across non-acute facilities and categories, reflecting contract adoption, sourcing practices, and program participation specific to non-acute environments leveraging metrics derived from client data.

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## Spend Management Visionary of the Year

*Transforming spend management for sustained value and elevated patient care.*

The Spend Management Visionary of the Year is celebrated for exemplifying excellence in spend management by driving transformational initiatives that go far beyond cost savings. The recognition honors leaders who unite clinical, operational, and financial teams to deliver sustainable value, stronger care delivery, and a people-centered culture. Being nominated reflects a significant achievement, as each nominee has demonstrated measurable, enterprise-level impact that advances care delivery excellence, financial sustainability and long-term organizational success.

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## Innovation Visionary

*Implementing trailblazing ideas that redefine care and operational excellence.*

The Innovation Visionary honor celebrates a healthcare leader who has implemented a truly innovative approach to a challenging patient care or operational issue. Nominees represent creativity, collaboration and measurable impact through new models, tools, or solutions that address real system needs. Being nominated is an honor that highlights a leader's dedication to pioneering change that improves outcomes, strengthens operations, and sets new standards across healthcare. This recognition shines a spotlight on forward-thinking leaders who transform challenges into opportunities that deliver lasting value for patients, providers, and health systems.

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## Executive Leadership Visionary – Chief Pharmacy Officer

*Shaping the future of pharmacy through strategy, innovation and impact.*

The Executive Leadership Visionary – Chief Pharmacy Officer recognition honors an enterprise leader who embodies the very best of pharmacy leadership. This recognition highlights individuals who not only advance leading clinical practices but also bring strategic insight and strong business acumen to their organization. These leaders ensure pharmacy is deeply integrated into the overall mission and strategy of their health system, while driving innovative solutions that improve patient outcomes and operational excellence. To win this honor is to be recognized among the profession's most impactful and visionary leaders.

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## Executive Leadership Visionary – Chief Supply Chain Officer

*Elevating supply chain with strategic vision, financial performance and enhanced resilience.*

The Executive Leadership Visionary – Chief Supply Chain Officer recognition celebrates the healthcare industry's most forward-thinking enterprise supply chain leaders. This honor highlights individuals who not only deliver operational and financial excellence, but also demonstrate the vision, resilience and strategic influence to elevate supply chain as a core driver of organizational success. Being nominated reflects a leader's ability to transform challenges into opportunities, strengthening resiliency, advancing innovation and aligning supply chain strategy with the highest goals of clinical, operational and financial performance. To be recognized in this category is to stand among the foremost leaders shaping the future of healthcare supply chain.