



5 ways to drive measurable impact through your spend management



Transform your approach from tactical cost cutting to strategic value creation.

Healthcare leaders are facing unprecedented financial pressure. Traditional spend management, which is reactive, siloed and narrowly focused, no longer delivers the performance organizations demand. Leading systems are transforming how they approach spend, moving from tactical cost cutting to strategic value creation that spans every dollar spent.

The difference between incremental savings and exponential impact lies in comprehensive spend management. Organizations that expand their view beyond purchased services unlock measurable results: improved margins, enhanced operational resilience and the resources to advance their mission. Discover the steps you can take below to evolve your spend approach into a financial asset for your organization.



Traditional way

vs.

New way

Why change wins

1

Expand visibility across your entire spend portfolio

Purchased services managed in isolation, lacking infrastructure to connect spend streams and reveal insights.

Real-time dashboards unify spend data, enabling trend identification, benchmarking and prioritization of high-return initiatives.

15%-25%
greater cost reduction

2

Use predictive analytics to get ahead of cost pressures

Organizations react after pressures emerge, relying on historical data and lagging indicators to guide decisions.

Predictive analytics enable proactive strategies, improving budgeting confidence and adjusting utilization before shortages arise.

12%-18%
better cost avoidance outcomes

3

Tap into category-specific expertise

Limited market expertise leads to weak negotiations, missed opportunities and exploitable strategic blind spots.

Category experts provide market intelligence and negotiation strategies aligned with clinical and operational priorities.

40%
faster contract implementation

4

Create sustainable savings through strategic partnerships

Vendor relationships focus on unit price, overlooking innovation, long-term value and strategic collaboration opportunities.

Supplier partnerships drive cost reduction, innovation, quality improvements, sustainability and shared accountability for outcomes.

20%-30%
3-year cumulative savings

5

Drive continuous improvement with real-time insights

Decisions rely on outdated data, limiting ability to optimize performance or quickly adjust course.

Dynamic dashboards surface anomalies instantly, enabling rapid action and identifying gaps before they widen.

20%-25%
more total value captured annually

Trust a partner that can turn spend into strategic value

Healthcare organizations achieving breakthrough performance share a common approach: they've moved beyond traditional, reactive spend management to embrace comprehensive strategies that span categories, leverage predictive intelligence, tap expert networks, build strategic partnerships and enable continuous improvement.

Vizient has all the capabilities to help you successfully reshape your spend approach. With the industry's most comprehensive dataset, spanning thousands of organizations and billions in annual spend, Vizient's forecasting models can detect emerging trends months in advance. Our machine learning algorithms analyze market dynamics, supplier performance, regulatory changes and utilization patterns to deliver recommendations tailored to your unique context.

With category-specific experts, Vizient brings real-time market intelligence, proven negotiation strategies and innovative solutions. Together, through Vizient's network, you can also build strategic partnerships with suppliers who can unlock preferential access to innovation pipelines, joint problem-solving resources and align incentive structures that are mutually beneficial.

Transformation isn't incremental; it's exponential. Organizations implementing comprehensive spend management consistently achieve two to three times the financial impact of traditional approaches while strengthening operational resilience and advancing strategic priorities. The question isn't whether to evolve your approach, but how quickly you can activate these capabilities to drive competitive advantage.



To learn more about Vizient spend management solutions, contact your Vizient representative or spendleadmgmt@vizientinc.com.

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