



# Reclaim command of your spend to transform results



## Discover how comprehensive spend management revamps 4 critical operations areas.

Healthcare organizations aren't falling short because of a lack of expertise; they're constrained by fragmented operating models.

Across pharmacy, supply chain, capital equipment, and purchased services decisions are still made in silos. That structure limits visibility, slows execution and leaves most performance potential untapped. In fact, most organizations capture only 26% of their total optimization opportunity under a fragmented operating model.

Leading health systems are changing their trajectory by adopting integrated, comprehensive spend management that connects decisions, data and strategy across all categories to unlock systemwide value. Discover the impact of restructuring your spend model by learning how an integrative approach transforms outcomes in four critical operations areas.





## 1 Specialty drug cost control through coordinated action

Specialty drug decisions often occur in isolation, missing downstream impacts on equipment, supplies and operations. An integrated approach connects pharmacy, capital equipment and supply chain in real time. When a drug is evaluated, related equipment is standardized, supplies are consolidated and implementation is aligned across departments. This coordinated execution accelerates timelines and expands savings beyond pharmacy alone, delivering two to three times greater value while improving consistency across the full episode of care.



## 2 Capital planning with full system visibility

Capital investments are typically evaluated at the equipment level, overlooking systemwide costs such as supplies, staffing and facility changes. Integrated spend management models total cost of ownership upfront by connecting data across departments. This ensures that all dependencies are identified before approval, improving decision accuracy. Organizations can avoid costly surprises by preventing an average of \$2.3 million in hidden costs per major acquisition, while making more confident, strategic capital allocation decisions.



## 3 Predictive supply chain resilience

Supply disruptions are often managed reactively, leading to higher costs and operational strain. Integrated intelligence connects signals across categories to identify risks earlier. This enables coordinated action such as early sourcing, therapeutic adjustments and broader vendor negotiations before disruptions escalate. By shifting from reactive to proactive management, organizations reduce emergency purchasing and maintain leverage, achieving up to 40% lower disruption costs and strengthening overall supply chain resilience.



## 4 Margin protection without compromising quality

Cost-reduction efforts executed in silos can unintentionally impact quality, clinician satisfaction and operations. Integrated spend management enables systemwide scenario modeling that evaluates both financial and clinical outcomes before decisions are made. Organizations can identify savings strategies that minimize disruption while avoiding those that create risk. This approach ensures financial targets are met without compromising care quality, improving alignment across stakeholders and delivering more sustainable margin improvement.

# Achieve integrated spend performance with a trusted partner

Fragmentation limits what even the most capable teams can achieve. Integration unlocks what's been out of reach.

Vizient has all the capabilities to help you successfully develop your comprehensive spend approach, from unifying your data and analytics to implementing workflow automation to improve operational efficiency.

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 enabling you to make proactive, coordinated decisions. Our category-specific experts bring real-time market intelligence, proven negotiation strategies and innovative solutions to optimize contracting and procurement.

By connecting decisions, data and strategy across the enterprise, healthcare organizations can move from reactive cost management to true strategic command of spend—delivering measurable, systemwide results where it matters most.



To learn more about Vizient spend management solutions, contact your Vizient representative or [spendleadmgmt@vizientinc.com](mailto:spendleadmgmt@vizientinc.com).

**Vizient, Inc.**, the nation's largest provider-driven healthcare performance improvement company, provides solutions and services to more than two-thirds of the nation's acute care providers and more than one-third of ambulatory providers. Vizient offers proprietary data and analytics to deliver unique clinical and operational insights and a contract portfolio representing \$156 billion in annual purchasing volume enabling the delivery of cost-effective care. With its acquisition of Kaufman Hall in 2024, Vizient expanded its advisory services to help providers achieve financial, clinical and operational excellence. Headquartered in Irving, Texas, Vizient has offices throughout the United States. Learn more at [www.vizientinc.com](http://www.vizientinc.com).