

# Excelerate Strategic Health Sourcing, LLC

## Description

Excelerate is a solution created with the spirit of a progressive journey to engage clinicians and physicians in quality-focused, outcomes-driven decision-making. The model's success is predicated on embodiment of an organizational culture where leaders and physicians engage in developing and acting on strategic organizational and clinical priorities to create 'systemness.'

While many solutions aim to do the same, Excelerate has developed a track record of success by being flexible, consistent and data-centric, thereby building trust and credibility.

The solution was created in partnership with the Cleveland Clinic, Vizient and Ohio Health. Together, the solution encompasses:

- Change Management capabilities through the use of a defined methodology
- Excelerate implementation experts, and as needed, subject matter experts
- Portfolio of service line agreements in various service lines
- Clinical Utilization Guidelines to promote variation reduction in suppliers, products, and eventually, practices.

## Integrated Services

Integrated services include:

1. Portfolio of agreements in:
  - Heart & Vascular service line
  - Musculoskeletal service line
  - Surgical specialty services
  - Commodities
  - Pharmacy
2. Advisory resources for change management
3. Clinical utilization guidelines
4. Defined methodology to launch governance structure and support continued evolution of value
5. Sustainability of efforts through on-going sourcing and support

## Participation requirements

The Excelerate solution recognizes that each organization is in varying stages of progression towards goals given imminent and longer-term priorities. However, one thing is certain, *sustainable financial value is rarely achieved independent of supporting change efforts*. Hence, Excelerate's change management resources and flexible approach help to meet members at their respective journey and work towards gradual migration. There are no penalties for non-participation.

## Profile overview

- Inception date: May 2013
- Total membership: 70+
- Total supply spend: \$2B
- Total 2021 savings: \$310M of \$64M sourced
- Organizational differentiators:
  - Provider led, clinician-engaged
  - Peer-to-peer physician engagement
  - Conversion support
  - Flexible
  - Sustainable

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# Excelerate Membership

**\$3.8B+**

Supply /  
Drug  
Spend

**116**

Hospitals

**\$295M**

Savings  
since  
inception

**\$64M**

2021  
Savings

## Colorado

- Sisters of Charity of Leavenworth (7 hospitals)

## Florida

- Cleveland Clinic Indian River Hospital
- Cleveland Clinic Martin Health
- Cleveland Clinic Weston Hospital

## Georgia

- Grady Health System

## Indiana

- Good Samaritan Hospital
- Riverview Health

## Maryland

- University of Maryland Medical System (13 hospitals)

## New Jersey

- Deborah Heart and Lung Center
- Valley Health System

## Ohio

- Akron Children's Hospital
- Ashtabula County Medical Center
- Cleveland Clinic (12 hospitals)
- Fisher-Titus Medical Center
- OhioHealth (10 hospitals)
- OhioHealth affiliates (8 hospitals)
- ProMedica (13 hospitals)

## Oregon

Health Future (3)

## Tennessee, Arkansas & Mississippi

- Baptist Memorial Healthcare (17)

## Pennsylvania

- Temple University Hospital (3 hospitals)
- Geisinger Health System (9 hospitals)

