

Contract Analytics Contract Conversion Opportunities

Jul 2022



Contract Conversion



How do I find opportunities to optimize contract savings by identifying potential conversion items?

Objective:

Identify contract conversion savings opportunities by focusing on product spend categories and contracts with the greatest potential to **Optimize Savings with Conversion**.

Resources:

Vizient Contract Analytics

Vizient Catalog

Steps to complete this activity:

Step 1: View Spend and Savings Summary	3
Step 2: Identify Savings by PSC	4
Step 3: Identify Savings by Contract	5
Step 4: View Contract in Catalog	8

Step 1: View Spend and Savings Summary



Access the Contract Analytics solution:
spendmanagement.vizientinc.com

The **Dashboard** provides an overview of analyzed spend and potential savings for your selected facilities.

Identify date ranges for submitted spend and supplier reported sales.

Member Submitted Spend Date Range - Rolling 12 Months through 10/31/2021
 Supplier Reported Sales Date Range - Rolling 12 Months through 11/01/2021

View spend by product segment, contract penetration, and breakdown of spend by Contract Status for the selected system.

System Name - System ID
 PSM Demo Parent - 3270653

Analyzed Spend \$495,691,774

SPEND BY PRODUCT SEGMENT

- Surgical Products
- Medical Products
- Orthopedic Products
- Cardiology
- Laboratory
- Pharmacy
- Capital Equipment
- Distribution
- IV Systems

SYSTEM CONTRACT PENETRATION 46 %

On Contract - Activated	\$191,968,902	39%
On Contract - Not Activated	\$33,770,671	7%
Off Contract	\$216,708,919	44%
No Vizient National Contract	\$53,243,283	11%
Total	\$495,691,774	100%

Savings

CURRENT SAVINGS OPPORTUNITY

Low Effort: \$2,699,096 (Activate Savings with Current Mix)

High Effort: \$9,458,495 (Current Savings with Conversion)

Contract Alerts 95

Type	PSC Count	Contract Count	Impacted Sum	Detail
Expiring	21	31	\$5,880,261	View
New Not Yet Activated	15	40	\$11,798,153	View
Future	10	24	\$5,401,910	View

Compare potential contract savings using the system's current mix of items with savings available by conversion.

View alerts for expiring, new, and future contracts.



If you have access to multiple facilities, use the menu at the top right of any dashboard to select specific facilities to include in the analysis.

Multiple selections

Search

Select all

PSM Demo Child 1 - 3270657

PSM Demo Child 2 - 3270661

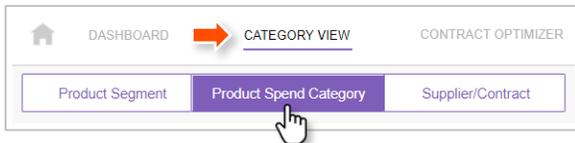
PSM Demo Child 3 - 3270665

PSM Demo Parent - 3270653



Step 2: Identify Savings by Product Spend Category

Use the Category View menu to view details on contract opportunities categorized by product segment, product spend category (PSC), or supplier/contract.



Click the **Category View** tab.

Select the **Product Spend Category** subtab.

Focus on **Optimize Savings with Conversion** to quickly identify PSCs with the greatest potential opportunity for conversion savings.

Product Segment	Product Spend Category	Analyzed Spend Prior Year	Analyzed Spend Current Year	System Contract Penetration	Activate Savings with Current Mix	Optimize Savings with Conversion	Contract Alert Type	Trans Detail Rpt	LID
Laboratory	Histology	\$395,785	\$280,373	22.48 %	\$36	\$3,579,508			
Surgical Products	Gi Lab Accessories	\$9,709,264	\$10,766,907	77.21 %	\$20	\$383,760			
Orthopedic Products	Orthobiologics	\$8,428,720	\$9,141,954	0.00 %	\$10,387	\$381,381			
Surgical Products	Biologic Surgical Mesh	\$3,001,351	\$3,029,790	82.10 %	\$0	\$341,668			
Surgical Products	Trocars	\$1,005,926	\$835,026	94.96 %	\$0	\$333,933			
Medical Products	Personal Protection Equipment	\$756,224	\$3,258,768	47.45 %	\$173,788	\$325,700			
		\$3,651,831	\$3,872,260	95.96 %	\$51,930	\$279,798			
Cardiology	Vascular Closure Devices								
Facilities Management	Sanitary Paper Products	\$902,329	\$909,074	92.13 %	\$1,525	\$169,367			
Surgical Products	Implants - Neurosurgical	\$3,272,893	\$3,833,132	24.33 %	\$23,025	\$168,774			
Medical Products	Pressure Redistribution Products	\$1,904,702	\$1,930,155	38.13 %	\$0	\$168,472			
Medical Products	Negative Pressure Wound Therapy	\$1,866,406	\$1,936,114	65.65 %	\$0	\$158,618			
Surgical Products	Neuro Interventional Products & Accessories	\$5,758,072	\$5,414,480	18.01 %	\$0	\$135,005			
Diagnostic Imaging	Mr Peripherals	\$50,737	\$45,869	59.44 %	\$0	\$117,642			
		\$434,594,298	\$495,691,774		\$2,699,096	\$9,458,495			

Access Contract Optimizer

Identify a PSC with potential savings opportunities and right-click on the PSC to access the **Contract Optimizer**, where you can view tier details and market share information for contracts associated with that category and further explore savings opportunities.

Product Segment	Product Spend Category	Analyzed Spend Prior Year
Laboratory	Histology	
Surgical Products	Gi Lab Accessories	
Orthopedic Products	Orthobiologics	
Surgical Products	Biologic Surgical Mesh	

Right-click to drill into the selected PSC.



Tip: If you identify multiple PSCs to research, click the **Contract Optimizer** tab in the navigation bar and select a PSC from the drop-down menu in Optimizer.

[DASHBOARD](#)
[CATEGORY VIEW](#)
[CONTRACT OPTIMIZER](#)

System Name - System ID: PSM Demo Parent - 3270653

Product Spend Category: **Orthobiologics**

Step 3: Identify Savings by Contract

Use the **Contract Optimizer** for insight into specific suppliers and contracts associated with your selected PSC. Savings opportunities for current contracts are displayed by default.

To view contracts starting in the next 90 days, select the **Future Contracts** tab.

Contract opportunities are displayed specific to the **PSC** selected in the previous dashboard.

Product Spend Category: **Histology**

Current Year: \$280,373 | Prior Year: \$395,785

Current Mix Savings: (\$220) | Best Optimize Savings: \$3,579,508

Supplier	System Status	Contract ID	Strategic Program	Supplier Reported Sales	Total Supplier Marketshare	Total Spend w/Supplier	Contract Savings \$	Contract Spend	Activate Savings %	Contract Savings \$	Contract Spend	Conversion Savings %	LID
Statlab Medical Products Inc	On Contract Not Activated	LB0792 National	EP		3.1 %	\$8,813	(\$256)	\$6,923	(3.7%)	\$79,508	\$10,867,993	32.9%	
Richard-Allan Scientific	On Contract Activated	LB0791 National	EP	\$11,204	22.6 %	\$63,283	\$36	\$63,041	0.1%	\$2,187	\$324,634	0.7%	
Agilent Technologies Inc	Off Contract	N/A			0.2 %	\$482							
Anatech Ltd	Off Contract	N/A			0.0 %								

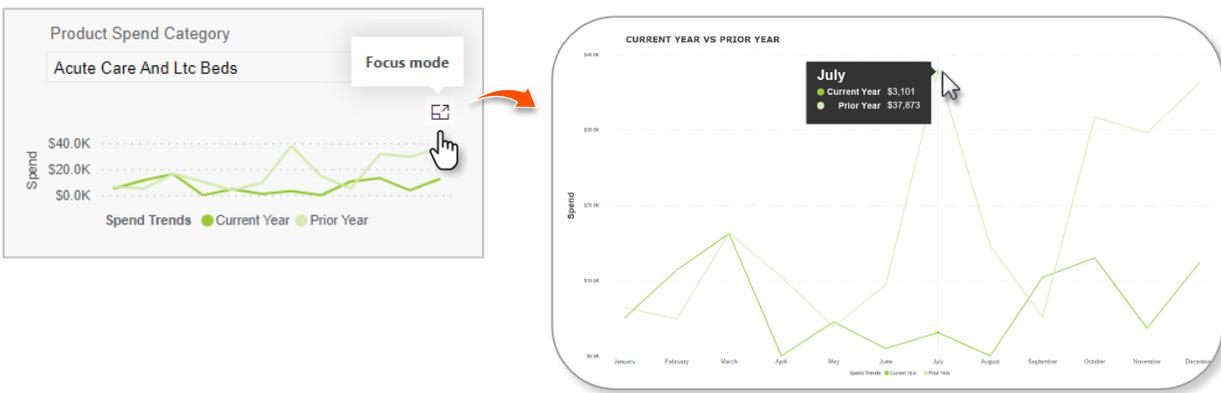
Identify **strategic programs**, such as Novaplus and Supplier Diversity, to determine potential value beyond contract price.

Click the **Contract Savings \$** column to sort by greatest Optimize savings and view savings values for each supplier/contract.

Export Report

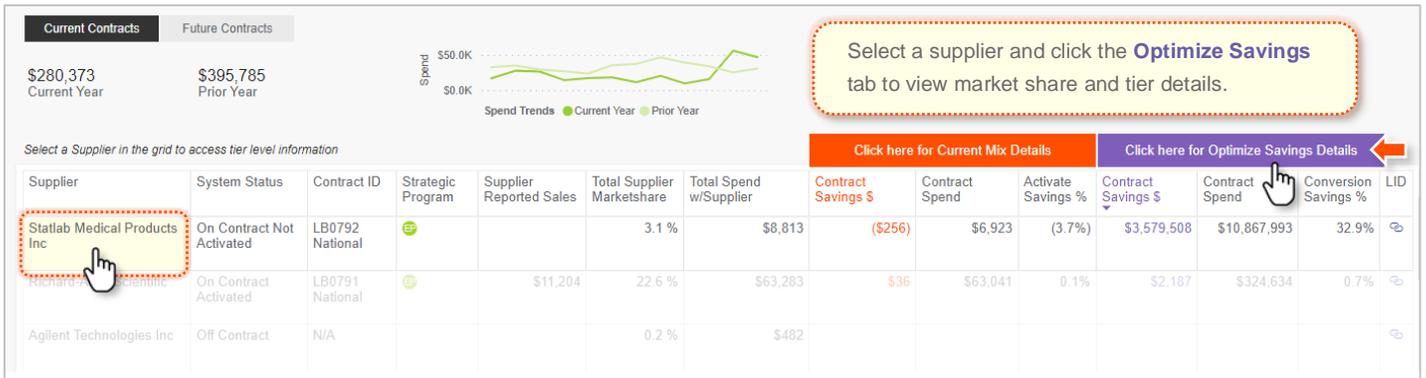
Compare Prior and Current Year Spend

Refer to the trend graph to identify your analyzed spend for the selected PSC for the current and prior rolling twelve months. Click the focus icon to track the prior and current year spend values over time.

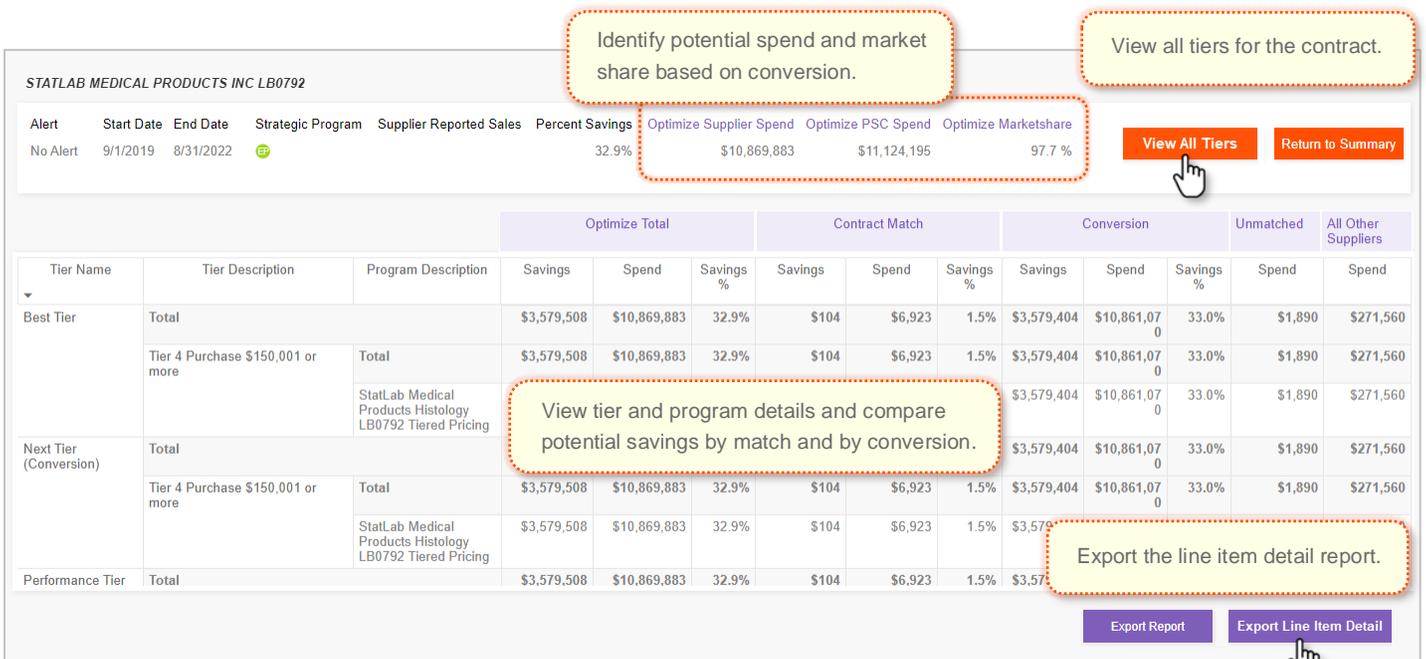


View Contract Details

After identifying a contract to research, select the supplier and click the **Optimize Savings Details** button to view details, including current market share for the supplier and contract tier information.



Information is provided at four standard tiers by default: **Best, Next, Performance, and Supplier Approved.**



- Click **View All Tiers** to review details on all tiers for the contract.
- If multiple programs are available, download the line item detail (LID) report to be sure you meet the market share requirements for those items.
- Click **Export Line Item Detail** to download the LID report for the contract.

Review the Line Item Detail Report

After downloading the LID report, open the file in your spreadsheet application. Select the **Conversion Savings** tab to view data specific to conversion opportunities for the selected supplier/contract.

A	B	C	D	E	F	G	H	I	J	K	L	M
System ID	System Name	Member ID	Member Name	HCO Vendor	HCO Vendor Catalog #	HCO Manufacturer	HCO Manufacturer Catalog #	HCO Item #	HCO Product Description	Product Segment	Product Spend Category	UNSPSC Class
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	12550100				INKJETMICROSLIDE WHITE 144/PK	Laboratory	Histology	LABORATORY MICROSCOPE SLIDES AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	12550100				GLASS COVER 24X30 NO 1 RECT	Laboratory	Histology	LABORATORY MICROSCOPE SLIDES AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 3 (3270665)	FISHER HEALTHCARE	23316155				STER LABL 90ML 300/CS	Laboratory	Histology	SPECIMEN COLLECTION AND TRANSPORT CONTAINERS AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	19149863				SPECIMEN W/TEMP STRIP	Laboratory	Histology	SPECIMEN COLLECTION AND TRANSPORT CONTAINERS AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	19149863				PURPLE SMALL GLOVES	Laboratory	Histology	MEDICAL GLOVES AND ACCESSORIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 3 (3270665)	FISHER HEALTHCARE	23316155				PF 10% FORMAL 60/30ML PP 75/CS	Laboratory	Histology	MANUAL TEST KITS AND QUALITY CONTROLS AND CALBRATORS AND STANDARDS
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	19045907				GLV PF NITRL EXM BDZ MID 100/PK	Laboratory	Histology	MEDICAL GLOVES AND ACCESSORIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 3 (3270665)	FISHER HEALTHCARE	19149863				MED PURPLE GLOVES	Laboratory	Histology	MEDICAL GLOVES AND ACCESSORIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	19149863							SPECIMEN COLLECTION AND TRANSPORT CONTAINERS AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 1 (3270657)	FISHER HEALTHCARE	19149863							LABORATORY MICROSCOPE SLIDES AND SUPPLIES
3270653	PSM Demo Parent	3270657	PSM Demo Child 3 (3270665)	FISHER HEALTHCARE	19149863							MANUAL TEST KITS AND QUALITY CONTROLS AND CALBRATORS AND

The line item detail report provides information on all items with reported spend associated with the selected supplier/contract during the **past 12 months**.

Select the **Conversion Savings** tab to view details on potential substitute items. To focus on data for potential conversion items, filter the **Match Code** column by **S** (substitutes).

Compare the **HCO** and **Vizient standard** product information with **contract products** to validate that they are viable substitutes for items currently being purchased.

I	J	Q	R	S	T	U	V	W	AC	AE	AF
HCO Item #	HCO Product Description	Std Manufacturer	Manufacturer Catalog #	Std Product Description	Supplier	Match Code	Contract ID	Contract Name	Contract Product Description	Contract Manufacturer	Matched to other contract
	INKJETMICROSLIDE WHITE 144/PK	Thermo Scientific	UL-6100-600621	Slide Microscope Compatible Regular Type Inkjet	STATLAB MEDICAL PRODUCTS INC	S	LB0792	StatLab Medical Products Histology	Slide Clipped Corner SF Yellow Inkpro	StatLab Medical Products	DL0132 - DISTRIBUTION - LABORATORY - ON_CONTR_ACTVD
24756	GLASS COVER 24X30 NO 1 RECT	Thermo Scientific	24X30-1-600621	Coverslip Microscope No1 W24XL30mm Thk0.13-0.17mm White Borosilicate	STATLAB MEDICAL PRODUCTS INC	S	LB0792	StatLab Medical Products Histology	Coverslip Microscope Slide W24XL50mm 10oz No 1 Glass Crystal View Rectangular	StatLab Medical Products	
1371151	CONTR 300/CS								Container With Lid 90ml	StatLab Medical Products	
31216	CONT SPECIMEN W/TEMP STRIP CA500	Thermo Scientific	SSC30106	Container Specimen 60ml Temperature Strip Nonsterile	STATLAB MEDICAL PRODUCTS INC	S	LB0792	StatLab Medical Products Histology	Container Specimen 60ml Polypropylene Screw Top With Lid	StatLab Medical Products	

Compare current product details with the contract (conversion) product information.

Performance Tier

Refer to Performance Tier columns to identify the pricing tier you may qualify for based on your current reported spend for related items. Review tier eligibility requirements and view potential savings by item.

AI	AJ	AK	AM	BM	BN
Performance Tier Calculated Flag	Performance Tier Facility Type	Performance Tier Number	Performance Tier Program Description	Performance Tier Unit Price	Performance Tier Savings
Y	IDN	024	Johnson & Johnson Health Care System Suture MS7310 Tiered Pricing	\$160.25	\$68,285.08
Y	IDN	024	Johnson & Johnson Health Care System Suture MS7310 Tiered Pricing	\$15.31	\$16,272.76
Y	IDN	024	Johnson & Johnson Health Care System Suture MS7310 Tiered Pricing	\$13.99	\$13,875.67
Y	IDN	024	Johnson & Johnson Health Care System Suture MS7310 Tiered Pricing	\$15.41	\$14,979.85

Notes on Performance Tier:

- Performance Tier is determined by including all potential volume with a supplier. **Supplier Approved Tier** could be different from the indicated Performance Tier.
- Performance Tier is currently calculated only at contract level. If **multiple price programs** are available for a contract, filter by price program to determine if you meet market share requirements for those items.

Step 4: View Contract in Catalog



For additional details on a specific contract, access Vizient Catalog:
catalog.vizientinc.com

Search for the contract ID and click on the contract to view contract documents and to activate the selected contract.

Contracts ▾ LB0792 

vizient. | Vizient Catalog 🔔 ⓘ ☰ 👤

LB0792 - StatLab Medical Products Histology

Contracted Supplier: StatLab Medical Products
Effective Dates: September 1, 2019 - August 31, 2022
Distribution Method: Direct Only
Number of Products: 2,284 Products
Strategic Programs: EP
Facility Status: Not Activated Activate Now

Quick Links

- [Information on all Tiers](#)
- [My Notes](#) 0
- [Product list](#)
- [Contract News](#)
- [Spend for this Category](#)

Contract Documents

Action	File Name
	Award_Rationale_LB0792.pdf
	Contract_Brief_LB0792.pdf
	Contract Legal Documents

My Tier Information

Price Program	Current Tier	Current Tier Status	System Status	Next Tier Change	Next Tier Status	Distributor Name Distributor Markup %
StatLab Medical Products Histology LB0792 Tiered Pricing						
StatLab Medical Products Histology IHC Equipment and Reagents LB0792 Tiera...						

Contracts Replaced by this Contract
NO DATA AVAILABLE

Contracts Replacing this Contract
NO DATA AVAILABLE

Multisource Contracts
LB0791 - Richard Allan Scientific Histology

My Notes ▾

Products & Pricing ▾

Terms & Conditions ▾

Contract Legal Documents ▾

Contracts ▾



Need help?

Contact us at vizient.support@vizientinc.com or (800) 842-5146.



Vizient, Inc.
290 E. John Carpenter Freeway
Irving, TX 75062-5146
(800) 842-5146

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.