



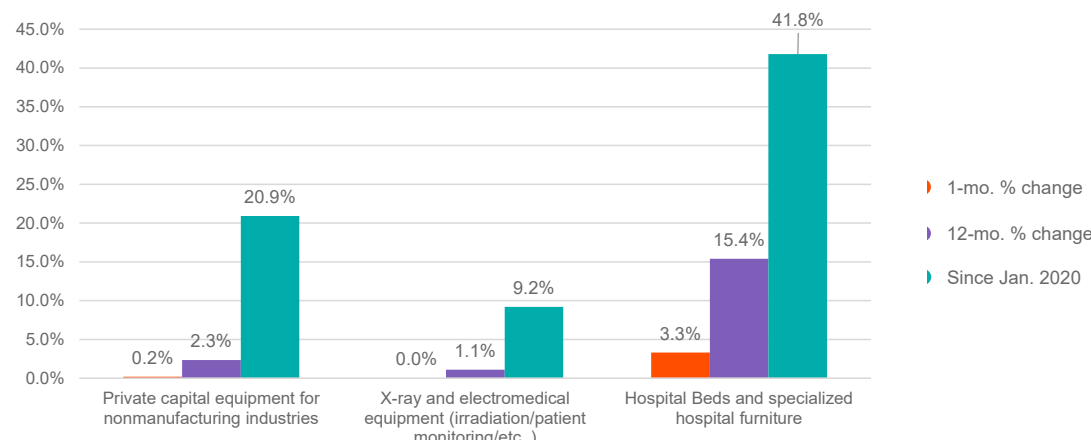
Capital Equipment Solutions: Q1-2025



Capital and imaging quarterly newsletter and market insights

PPI

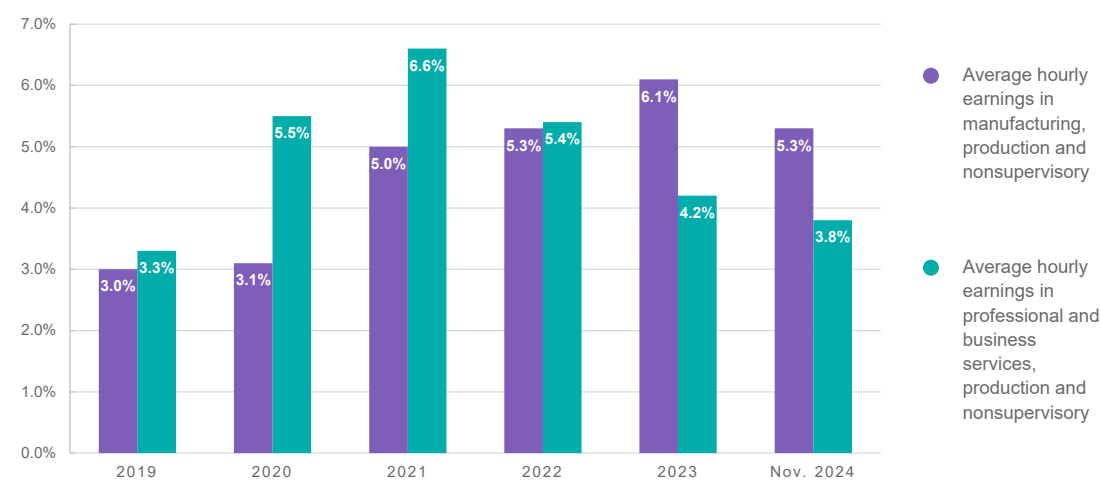
The Producer Price Index (PPI) measures the average change over time in selling prices received by domestic producers of goods and services. PPIs measure price change from the perspective of the seller.



Source: Homepage - U.S. Bureau of Labor Statistics, Producer Price Index - Producer Price Index Home: U.S. Bureau of Labor Statistics (bls.gov)

Labor and manufacturing

Hourly wages in the manufacturing sector continue rising well above industry historical norms. A shortage of available labor and the return of manufacturing to the U.S. will continue putting pressure on higher wages which puts further pressure on the price of goods. Wages in the service industry have begun returning to a more normal range.



Source: Homepage - U.S. Bureau of Labor Statistics, Producer Price Index - Producer Price Index Home: U.S. Bureau of Labor Statistics (bls.gov)

Current lead times

Endoscopy equipment and accessories	1-10 weeks
Exam room equipment	4-9 weeks
External defibrillators	4-30 weeks
Mammography equipment	2-6 weeks
Patient monitoring	5-9 weeks
Stretchers	6-18 weeks
Ultrasound	2-14 weeks
Vacuum Assisted Breast Biopsy (VABB)	1 week
X-Ray portables	2-16 weeks

Lead times vary by manufacturer and model number. For specific lead time information, please contact the appropriate Category Manager shown in the [Vizient Catalog](#).

For information regarding supply disruptions, please visit Vizient's Assurance website at vizientinc.com/supply-assurance.

Semiconductor chips

Semiconductor chips are in short supply with conflict and geopolitics threatening to worsen the situation.

For more information click [here](#) →

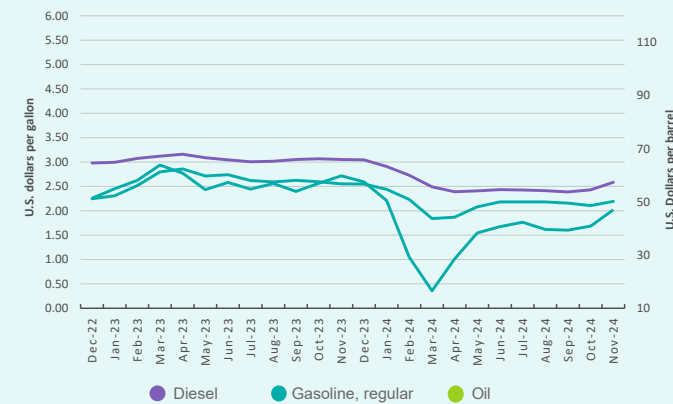
Supply chain impact intelligence

his monthly brief covers the current market and trends within energy, freight, raw materials and wages. The first section provides a high-level overview, followed by a heat map containing detailed inflation trends. The third section dives deep into the market fundamentals currently impacting prices and costs of manufacturing.

For more information click [here](#) →

Oil and diesel

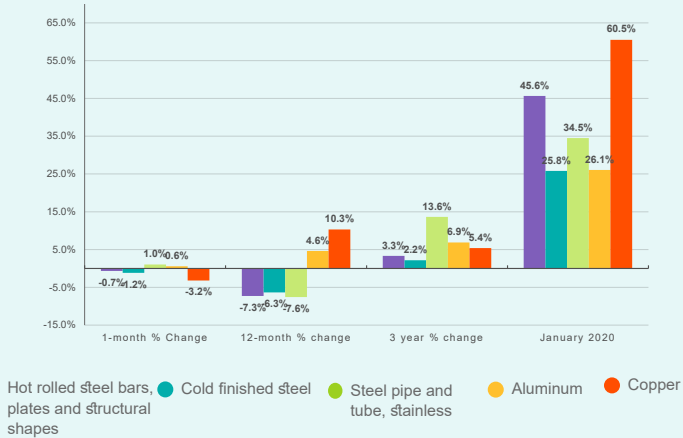
Several factors have kept oil high this year and will help sustain long-term pressure on prices: conflicts within or near high production countries with the potential for further escalation, Saudi Arabia continuing previous production cuts through 2024 and demand growing from developing countries. However, the weak U.S., European and Chinese economies have placed strong downward pressure on oil and other energy prices.



Source: Homepage - U.S. Bureau of Labor Statistics, Producer Price Index - Producer Price Index Home: U.S. Bureau of Labor Statistics (bls.gov)

Metals

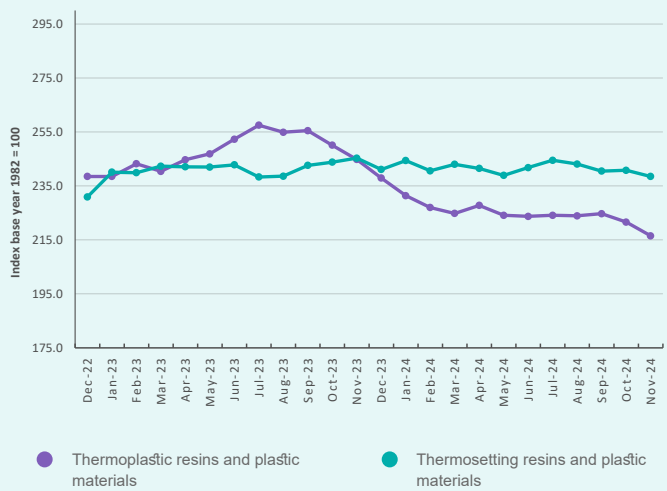
Steel prices have declined most of this year with weak global demand. Aluminum, copper and stainless steel have experienced up and down fluctuation so far in 2024 with recent drops due to low demand. Metals won't see sustained increases until growth occurs in manufacturing orders, however elevated shipping costs and upcoming escalation of tariffs on steel from China could lead to rising metal prices before an economic rebound.



Source: Homepage - U.S. Bureau of Labor Statistics, Producer Price Index - Producer Price Index Home: U.S. Bureau of Labor Statistics (bls.gov)

Resins

Low production from resin manufacturers and solid demand has led to recent price surges after being mostly stable to start 2024. Prices are not expected to continue rising long-term.



Source: Homepage - U.S. Bureau of Labor Statistics, Producer Price Index - Producer Price Index Home: U.S. Bureau of Labor Statistics (bls.gov)



Category spotlight: Mammography equipment

What is mammography?

Mammography is a specialized medical imaging technique that uses low-dose X-rays to examine the human breast. It's primarily used as a screening tool for the early detection of breast cancer in women, even when there are no symptoms or signs of the disease. By identifying tumors or abnormalities in breast tissue, mammography can help in detecting breast cancer at an early stage, which can be crucial for successful treatment.

There are two main types of mammography:

- **Screening Mammography:** Used as a preventive measure for women who do not have any noticeable symptoms of breast disease. It typically involves taking two X-ray images of each breast to detect any hidden lumps or abnormalities.
- **Diagnostic Mammography:** Used to evaluate a breast complaint, such as a lump or pain, or follow up on an abnormal result from a screening mammogram. Diagnostic mammography may involve additional images from different angles to get a more detailed view.

In recent years, digital mammography and 3D mammography (also known as tomosynthesis) have been developed, providing clearer and more detailed images, which can improve the accuracy of detecting small cancers, especially in women with dense breast tissue. What suppliers are included under Vizient agreements?

What suppliers are included under Vizient agreements?

- **XR0651** FujiFilm Healthcare
- **XR0653** Hologic
- **XR0652** GE Precision HealthCare
- **XR0654** Siemens Healthineers

Our contracted suppliers provide 2D and 3D Mammography systems, accessories, and service maintenance agreements.

What is required for my organization to align with this opportunity?

Providers gain access to negotiated contracts with leading Mammography equipment manufacturers, ensuring competitive pricing and favorable terms. Healthcare providers can consolidate their purchasing power, standardize product selection, and achieve cost savings while leveraging the protections provided in the Vizient agreements. Partnering with a contracted mammography supplier to develop these strategies enhances patient care, operational efficiency, and supports financial outcomes.

NOTE: XR0652 Hologic requires a GPO Designation Form for access to the agreement. This form is available in the Vizient Catalog.

What is the best practice when considering utilization of these products and services?

Providers should consider the technological advancements and features of mammography equipment, the quality and reliability from reputable manufacturers, and the overall cost of ownership from initial purchase to repair and maintenance. Clinical requirements are also key to selecting mammography equipment and can impact decision making for the right type of technology (e.g. 2D, 3D, contrast enhanced, etc.) Standardization of mammography equipment and interpretation software can also help achieve financial value and clinical/operational gains.

What new technology is available?

In October of this year, Siemens Healthineers received pre-market approval from the FDA for the MAMMOMAT B.Brilliant mammography system. The MAMMOMAT B.Brilliant system utilizes wide angle (50 degrees) digital tomosynthesis (3D) technology, and was added to the Vizient Agreement XR0651 in October of this year upon FDA approval.

For more information, contact Mahogany Laur, Category Manager at mahogany.laur@vizientinc.com.

Q1 Group Buy offerings | featured supplier: Siemens Healthineers

Categories

- Cardiovascular imaging systems (XR0705)
- C-arms (XR0945)
- CT scanner systems and mobile CT scanners (XR0676)
- General radiography fluoroscopy and urology (XR0722)
- Hemodynamic and electrophysiology monitors (XR0594)
- Mammography equipment (XR0654)
- MRI systems (XR0885)
- Ultrasound systems (XR0926)
- Molecular Imaging (XR0896)

Additional group buy opportunities

- Hamilton Medical ventilator (CE7295)
- Siemens Lab blood gas (LB0982)
- Advantage Medical Electronics monitoring accessories (MS7306)
- Sunset Healthcare Solutions respiratory disposables (MS1087)
- Sunset Healthcare Solutions medication delivery (MS1097)
- TRIOSE freight management (SV3043)

Contact our team at groupbuy@vizientinc.com or visit vizientinc.com/group-buys for additional program information.

Did you know?

Did you know that Vizient offers a committed program for Capital Equipment? The Vizient Capital Commit program is a unique offering that delivers exceptional value to providers on select capital categories in exchange for defined purchasing commitments. Unlocking the power of aggregation, Capital Commit allows providers the opportunity to elevate their purchasing potential through a flexible, multi-member, data-driven strategy. By working together with the Vizient experts, participating providers can create internal efficiencies by shifting costly and time-consuming local contracting to the Vizient team in the categories of their choosing. This means that you can opt-in and participate in the categories that fit the best path to value for your needs. Capital Commit is designed to customize value based on the provider's individual needs and leverage market-leading pricing by aligning your purchase plans with other common products. If you're looking to elevate your capital equipment purchasing potential, the Capital Commit program is the pathway to success.

For more information, please contact Tammi Pegues at 972-830-0018 or Tammi.Pegues@vizientinc.com

Additional reading

- **Vizient launches Capital Spend Insights to simplify and optimize capital equipment purchasing**
- **Sustainable imaging: pioneering environmental responsibility in radiology**

Visit the contract page in **Vizient Catalog** for more information. For general inquiries, **[contact us](#)**.