

Supplier Fact Sheet

Excelerate's Story

Born out of a need for change. Excelerate is a joint venture between Cleveland Clinic, Vizient and OhioHealth that uses evidence and subject matter expertise to make sourcing decisions. This philosophy brings clinicians, supply chain leaders and healthcare executives together to maximize sourcing strategies and supports positive patient outcomes.



Excelerate's mission: To deliver significant and sustainable savings to healthcare organizations through a physician engaged, clinically-aligned supply chain solution.

Value Delivered

We deliver value to our members through:

- Data-driven, Best in class contracts
- Supply utilization guidelines designed match appropriate products to patient needs
- Peer-to-peer physician engagement that fosters clinical alignment and enables local change

Excelerate's Contract Portfolio

Commitment is required. Excelerate's committed model requires members maintain high participation in the contracts we have negotiated. Member commitment is achieved through Excelerate's clinically vetted, provider led sourcing process.

Excelerate's contract portfolio focuses on:

- Physician Preference Implants & Devices
- Clinical preference and commodity items
- Pharmacy products and services
- Non-clinical products and services
- Capital equipment
- Distribution



Attributes of Exceleerate Members

- Like minded, innovative health systems
- Strong physician relationships with physicians in key management roles
- Competent at implementing major product conversions; able to participate in committed contracts
- Data-driven and able to exchange analytical information
- Involved administration supportive of supply chain activities

Exceleerate's Implementation Process

Planning leads to success. Once a contract is executed, our Implementation team works with members to:

- Validate spend and review spend analytics
- Review and validate savings opportunities
- Hold regular meetings to drive implementation savings
- Provide ongoing tracking of contract activations and compliance

Exceleerate's Differentiators for Suppliers

- Access to committed spend with high member compliance
- Proven ability to implement and sustain change
- Clinical infrastructure that facilitates physician to physician contact with the ability to secure alignment and drive meaningful conversions
- Willingness to leverage commitment through standardization including sole source and limited source agreements where appropriate
- Dedicated Implementation and Account Management support that motivates market share movement
- Contract Compliance monitoring
- Insights from leading subject matter expertise clinicians, end-users and sourcing experts

Engage with Exceleerate

Engagement leads to results. Changes to a value-based model has made health care organizations want to align with suppliers who are able to help deliver clinical and financial results. As an Exceleerate supplier, you will gain insights from decision makers at health care organizations across the nation.

Learn More

Contact us today to learn more about becoming an Exceleerate supplier:
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