Stronger partnerships. Better outcomes. Patients first.

Healthcare is evolving fast. That's why Excelerate partners with suppliers who think big and act boldly, so patients across our membership get consistent, high-quality care at the right cost. Together, we're not just addressing today's challenges, we're creating tomorrow's solutions for those that matter most—our patients.

About Excelerate

Created in 2012, Excelerate is built on the strength of three industry leaders:

Cleveland Clinic OhioHealth vizient

Excelerate offers members a clinically integrated sourcing model that delivers value beyond price.

Through this approach, we've built systems, developed processes and created alignment strategies with our suppliers leading to sourcing the right products and solutions for our members.

To learn more, connect with our team

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Customized approach

It is our mission to deliver significant and sustainable value to healthcare organizations through a physician-engaged, clinically-aligned supply chain solution.

Our members provide high-quality care by making decisions where the work is done. As thought leaders, they are open to new ideas and committed to working with suppliers that bring value and cost savings through quality products, capabilities and strategic partnerships.

Driving results through collaboration

Our goal is to be the best partner in the industry. With a renewed focus on strategic partnerships, we believe that together, we can achieve maximum value for our members. This happens when we offer:

- **Unmatched contract portfolios**
- **Value beyond price solutions**
- **Education, tools and resources**
- **Mutual support**

To achieve this, we work with you to understand shared goals, align strategies and move in the same direction. We are confident that we can grow and expand together in a way that brings value to our members and supplier partners.

"Being contracted with Excelerate provides additional exposure, creating opportunities to expand our footprint within their membership. Excelerate helped connect key surgeon champions with our products, making market share shifts possible.

We were able to build upon their member relationships which allowed our innovative product solutions and customer-focused service to do what's most important to them—provide quality healthcare to their patients."

Michael Muscara, Director of Business Development, KLS Martin LP

Questions? Email Brenna Kail at KailB@ccf.org

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Moving beyond transactions. Building tomorrow together.

Trust, transparency and collaboration lead to strategic partnerships that create long-term value.

We focus on building partnership. We start by identifying like-minded organizations that share in our vision—to keep patients at the center of our work. We approach each partnership with consistency and flexibility so that we're identifying mutual value and moving in the same direction.

Our strategic suppliers support Excelerate in delivering best in class contract portfolios featuring clinically-vetted, high-quality products. That's our starting point. Our greatest impact is achieved when we partner to support our mutual members with solutions, innovation and clinical alignment across their organizations.

Patients first focus

As a provider led organization, we focus on patients first. Our product decisions start with clinical quality and include physician input early in the process, so we understand how our decisions impact patient outcomes.

Physician-engaged culture

Our physicians and clinicians are key stakeholders. We use real-time experience to gain a full understanding of the clinical aspects of products. By gaining input from experts across our membership, we capture the most comprehensive clinical evaluation possible. This input leads us to making the best decisions for our members, which results in greater buy-in across organizations; ultimately leading to contract adoption and equipping clinicians with the best products when and where they need them.

Committed model

Excelerate has a service line approach. Our model provides member commitments at the contract level and the service line level. This drives behaviors for our member and supplier partners that result in success at all levels.

Team of teams approach

We bring it all together. By focusing on meeting each member and supplier organization where they are, we form the most effective partnerships. We implement a high-touch support model, bringing the teams together to maximize our collective expertise and focus on mutual value. Using this approach as our teams work together, we increase communication, gain transparency, provide consistency and build long-term partnerships.

"The Excelerate team is best in class in terms of contract implementation and vendor collaboration. Launching our new agreement has showcased the value Excelerate provides to their supplier partners.

Our experience from the vendor fair, data sharing and coordination with the implementation managers has made a strong impression. Our partnership with Excelerate is highly valued at Stryker."

Aaron Tutt, Senior Manager National Accounts, Stryker

Excelerate®
PROVIDER LED. PHYSICIAN DRIVEN.

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