



Aggregation Group Profiles

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Aggregation Group Contacts

Aggregation Group	Primary Contact	Secondary Contact
Independent Hospital Network Sourcing Group	Shawn Katusin shawn.katusin@vizientinc.com	Korinna Muliadi korinna.muliadi@vizientinc.com

Independent Hospital Network Sourcing Group

2014
Inception date

30
Total membership

\$1.6B
Total annual spend

\$44M
Total annual savings

13:1
Average ROI

300+
Total contracts*

Independent Hospital Network Sourcing Group (IHN) is a cooperative service organization for nonprofit and governmental hospitals that want to engage in joint purchasing and other collaborative activities.

Differentiators

- Member Centric
- Cost Structure
- All members are independent, community-based hospitals
- Hybrid contract model, allowing flexibility and commitment
- Vizient Commit Program is the foundation of the Med Surg portfolio
- Contracting efforts focus on medical-surgical, commodity, clinical commodity, PPI, capital, purchased services and pharmacy clinical labels
- Purchased services governance structure provides access to more than 40 subject matter experts in all areas
- Each member has access to the new Vizient purchased services analytics tool, providing 120 custom hours to work on local contracting efforts
- Access to the ECRI CQVA tool
- Each member has a dedicated implementation manager
- All members utilize the Vizient data management platform; 2 dedicated analysts for IHN members

Participation requirements

Open to an organization in any geographical area of the U.S.

Membership structure and governance

- Single membership structure: equal voting rights and equal voice (seat at the table)
- Board of directors: comprised of the CFOs and CEOs of IHN members
- Operating committee: comprised of DMMs, buyers and
- CQVA clinicians of IHN members
- Pharmacy network
- Lab subcommittee
- CQVA subcommittee
- Physician advisory councils
- Purchased services ad hoc committees

Contact information

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Abbreviations: CQVA = Clinical Quality Value Analysis; DMM = director of materials management

Independent Hospital Network Sourcing Group

Members

Illinois

- Anderson Hospital
- Silver Cross Hospital
- Ferrell Hospital

Indiana

- Columbus Regional Hospital
- Deaconess Hospital
- Eskenazi Health
- Goshen Hospital
- Hendricks Regional Health
- Henry Community Health
- Major Hospital
- Marion General Hospital
- Schneck Medical Center
- Witham Health Services

Maine

- Northern Maine Medical Center

Michigan

- Holland Hospital
- Hurley Medical Center

Missouri

- St. Luke's Hospital

Montana

- Benefis Health System

New Jersey

- Englewood Hospital
- St. Joseph's University Hospital

New York

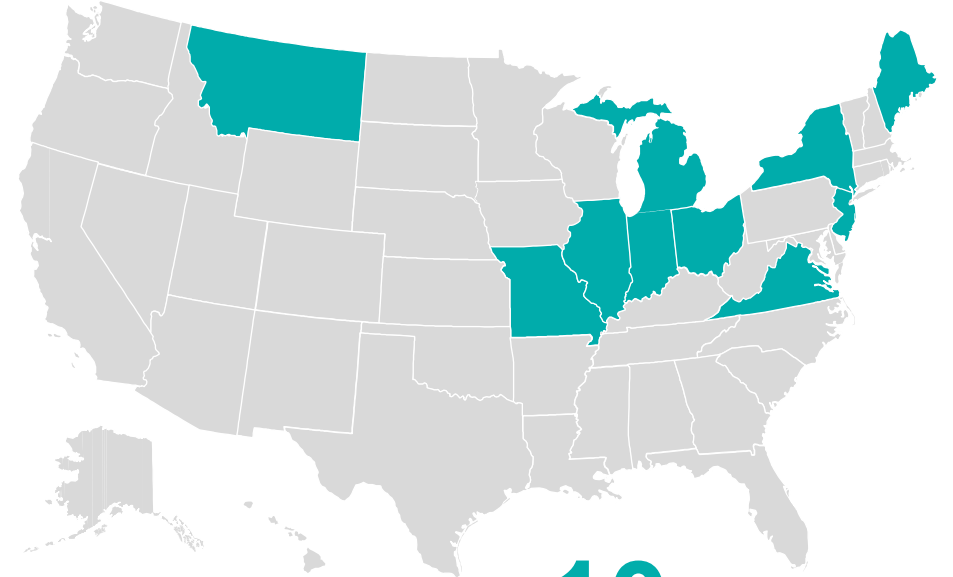
- Roswell Park Cancer Center
- Garnet Health

Ohio

- Aultman Alliance Community Hospital
- Aultman Hospital
- Fairfield Medical Center
- Fulton County Health Center
- Joel Pomerene Hospital
- Lima Memorial Hospital
- University of Toledo Medical Center

Virginia

- Augusta Health Care, Inc.



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states with
members