

Spend Management Visionary honors

Each year, Vizient recognizes extraordinary client leaders and teams who redefine excellence in spend management



A word of welcome from our general manager



Dan Kistner, PharmD

Senior Vice President and
General Manager,
Vizient, Inc.

To our amazing clients:

It is my great privilege to introduce the Vizient Spend Management Visionary honors — an annual recognition that celebrates the remarkable achievements of leaders and teams transforming healthcare through bold ideas, strategic action and enduring commitment.

Across today's healthcare landscape, the role of spend management has never been more vital — or more dynamic. Organizations face mounting demands to improve outcomes, reduce costs and build more resilient systems. Yet amid these challenges, professionals like you continue to lead with uncommon clarity, innovation and a deep sense of purpose. You aren't simply reacting to change, you're shaping it. Through collaboration, insight and discipline, you are unlocking new pathways to performance and progress.

This recognition was created to spotlight those individuals and teams whose work set a new benchmark for excellence — across categories that include medical-surgical, pharmacy, capital, laboratory, physician preference, indirect spend/purchased services and non-acute practice. While these contributions often happen behind the scenes, the impact is unmistakable — advancing not only the operational strength of each organization but elevating the standards of the entire industry.

The Spend Management Visionary honors build on the foundation Vizient established with the Pharmacy Vision Awards in 2021. They reflect the growing scope and strategic importance of spend management. Beginning in 2025, this honor encompasses a broader range of categories and practice areas, including new individual Executive Leadership Visionary recognitions in both pharmacy and supply chain. These honors acknowledge leaders whose transformational vision aligns clinical quality, cost effectiveness and enterprise sustainability.

We will also recognize one exceptional organization whose overall transformation in spend management sets it apart as a model of progress.

These recognitions are more than symbolic; they represent the real-world outcomes made possible by dedication, foresight and cross-functional excellence.

If you or your colleagues have led initiatives that created lasting value for your organization and community, I encourage you to take a moment to [share that story through our nomination portal](#). Whether you highlight the efforts of a teammate, a team or your own leadership, this is an opportunity to reflect on how far you've come — and to inspire others across the Vizient community.

On behalf of Vizient, thank you for the work you do to advance smarter, more resilient healthcare. Your leadership continues to shape the future of our industry, and we are honored to celebrate your accomplishments.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dan Kistner', with a stylized flourish at the end.

About the Spend Management Visionary recognition

Advancing spend management practice standards requires agility, foresight and resilience. Visionary experts who show unwavering commitment and steadfast leadership deserve recognition.

This year, Vizient will honor selected clients with a new recognition — the **Spend Management Visionary** designation — to highlight their innovative practices for a new and expanded vision for health system spend management.

Honorees are selected based on defined qualitative and quantitative criteria in the practice areas of sourcing, innovation, ambulatory practice and leadership.

A list of all eight recognition categories and their respective definitions and criteria appears in this overview.

How we identify honorees

Some Spend Management Visionary categories are presented based on a nomination process, while others are determined based on performance metrics. We anticipate the honorees will represent a broad array of health system demographics, spend categories and engagement. Depending on the recognition category, nominees may be an individual or a group.

For nomination-based Visionary categories, Vizient accepts nominations from health system staff as well as internal Vizient staff. Nominators use our **online submission portal** to provide specific details about the relevance, challenge, outcomes and impact of the nominee's work. For each recognition category, submissions are de-identified and evaluated by a group of client and Vizient experts.

For metrics-based Visionary categories, finalists are identified through a data process that screens all client organizations and highlights noteworthy scenarios. An internal Vizient team then reviews these data stories for accuracy and applicability before selecting the honoree(s) for each recognition category.

Presenting the Visionary honor

All Spend Management Visionary honorees will be recognized with an elegant commemorative plaque during an onsite reception at the Vizient Connections Summit conference in September. The event audience will include health system peers and Vizient staff, and the Visionary stories will be shared through Vizient channels as well as industry and social media. We will also provide materials to help each honoree's organization recognize them through internal and public channels.



All 2025 nominations must be submitted via our **online submission portal** by 5 p.m. Central time on **Thursday, July 3, 2025**.

Metrics-based recognitions

Selection process and evaluation criteria

Metrics-based recognitions honor clients who attained spend management transformation through their partnership with Vizient, as demonstrated by spend management data. Evaluation may include elements like implementing committed strategies, improving market performance, leveraging our advisory and analytics capabilities, expanding patient care access and maximizing the value of Vizient sourcing programs to drive value. No additional client action is required to be considered for this recognition; it is based on data associated with ongoing strategic partnership with Vizient.

Recognition categories

The number of honorees in each of these categories may vary:

Sourcing Visionary	<p>DEFINITION: Consistently high contract compliance and participation in various spend management solutions to maximize contract value and access in support of their organizational goals.</p> <p>KEY METRICS: Participation and compliance with Vizient programs such as national portfolio, private-label offerings, spend management analytic platforms and other offerings related to our foundational supply chain and pharmacy programs. Both large-market and midsize/community market clients are eligible to be recognized in this category.</p>
Value Alignment Visionary	<p>DEFINITION: Consistently high participation and compliance with programs that deliver enhancement value through commitment and aggregation.</p> <p>KEY METRICS: Participation and compliance with Vizient programs aimed at enhanced commitment including supply assurance and resiliency programs, strategic aggregation efforts, and enhanced analytics and insight offerings. Both large-market and midsize/community market clients are eligible to be recognized in this category.</p>
Enterprise Stewardship Visionary	<p>DEFINITION: Organizations that partner with Vizient Advisory Solutions to help achieve performance excellence through enterprise stewardship strategic engagements.</p> <p>KEY METRICS: Achievement of superior improvement in clinical, operational, quality, and/or financial objectives through collaboration with advisory services enterprise stewardship resources. Both large-market and midsize/community market clients are eligible to be recognized in this category.</p>
Non-acute Practice Visionary	<p>DEFINITION: Recognizes health systems and independent non-acute care organizations that demonstrate leading spend management practices and strategies to drive measurable performance improvement.</p> <p>KEY METRICS: Clients who have collaborated with Vizient or Provista as their primary partner in non-acute supply chain performance improvement, and who demonstrate innovative and transformative spend management practices through data submission and use of analytic insights, adoption of spend management solutions, and contract utilization.</p>



Nomination-based recognitions

Selection process and evaluation criteria

While some visionary accomplishments can be determined through quantitative metrics, others are best recognized when their stories and successes are shared by people. As such, we offer a pathway for health system and Vizient staff to nominate leaders and organizations in four additional Spend Management Visionary categories. These nomination-based honors will be determined by a review committee of Vizient and client representatives.

Detailed nominations can be submitted via our [online portal](#) through July 3. A single nominator may submit multiple nominations, and clients may nominate themselves as well as peers.

After that deadline, a Vizient administrative committee will redact all identifying information and review the nominations to ensure they are appropriate and meet minimum qualifications.

In addition to the category-specific qualifications described below, nominations will be evaluated based on these general factors:

- Originality and innovation of the nomination
- Significance of documented accomplishment(s) to the health system and/or industry
- The extent to which the accomplishments resulted in improved patient, system, organizational and/or financial outcomes
- The strength of collaboration described within the nomination
- The rigor and methods used to describe the accomplishment
- The quality of the submission

After this initial evaluation, the anonymized nominations for each Visionary category are reviewed by Vizient and client representatives, and honorees are selected.

Recognition categories

Vizient will recognize one honoree or organization in each of the following categories:

Spend Management Visionary of the Year	<p>DEFINITION: Vizient supports client performance improvement through a focus on profitable growth, care delivery excellence, financial sustainability, and building a people-centered culture. This recognition celebrates clients who exemplify these four principles through transformational initiatives that deliver lasting, enterprise-level impact.</p> <p>QUALIFICATIONS: Provides qualitative measurement demonstrating the scope and nature of the transformation, the structures, behaviors and/or systems changed, and who across the organization was engaged. Includes financial, operational, or clinical data where applicable in support of the resulting measurable outcomes and how the change was sustained or scaled.</p>
Executive Leadership Visionary – Chief Supply Chain Officer	<p>DEFINITION: A supply chain enterprise leader who demonstrates strategic insight, advances leading operational practices and applies business acumen to enable resilience, clinical and/or operational continuity and financial stewardship for the entirety of their organization.</p> <p>QUALIFICATIONS: Provides qualitative measurement demonstrating superior leadership qualities, both within their organization and in other forums, is actively engaged with their organization's senior leadership to help ensure supply chain is integral to the overall organizational strategy and contributes innovative strategies and ideas to Vizient and other health systems.</p>
Executive Leadership Visionary – Chief Pharmacy Officer	<p>DEFINITION: A pharmacy enterprise leader who demonstrates strategic insight, advances leading clinical practices and brings business acumen to the entirety of their organization.</p> <p>QUALIFICATIONS: Provides qualitative measurement demonstrating superior leadership qualities, both within their organization and in other forums, is actively engaged with their organization's senior leadership to help ensure pharmacy is integral to the overall organizational strategy and contributes innovative strategies and ideas to Vizient and other Vizient Pharmacy Program participants</p>
Innovation Visionary	<p>DEFINITION: This recognition celebrates a Vizient client who implemented an innovative approach to challenging patient care and/or operational issues. Successful nominees demonstrate creativity, collaboration, and measurable impact through new models, tools, or solutions that address real system needs.</p> <p>QUALIFICATIONS: Provides qualitative measurement demonstrating the challenge addressed and the driving factor for the new approach including the strategy/model used, the tools, methods or workflows implemented, and who across the organization was involved. Includes qualitative and quantitative outcomes supporting the measurable improvements resulting from the innovation.</p>



To learn more about the Vizient Spend Management Visionary recognition, contact us at visionaryhonors@vizientinc.com.

Vizient, Inc. provides solutions and services that improve the delivery of high-value care by aligning cost, quality and market performance for more than half of the nation's healthcare providers. Vizient provides expertise, analytics, advisory services, and a contract portfolio representing more than \$130 billion in annual member purchasing volume, to improve patient outcomes and lower costs.