

# Vizient Insurance Services

Insurance and health care solutions designed to protect you, not cost you

## What makes Vizient Insurance Services different?

We are licensed in all 50 states and offer a comprehensive insurance portfolio that can deliver benefits to 98% of Vizient members whether they purchase insurance, self-insure, or use an alternative risk vehicle. **Members can receive 5-25% in savings based on the insurance product.**

- **Unprecedented scale:** risk pool from similar health systems, national scale and market leverage
- **Dedicated expertise:** superior product solutions, a dedicated team and market-leading partners

One health system with approximately 5,000 employees saved \$1.6M using Vizient pooled products to achieve:

- Pooled solutions
- Aggregation power
- Immediate savings
- Enhanced contracts
- Rate sustainability
- Reduced risk

## >\$250M

In savings has been achieved by members participating in Vizient Insurance Services



To learn more, contact [consulting@vizientinc.com](mailto:consulting@vizientinc.com).

Vizient® offers members a comprehensive portfolio of insurance services, including employee benefits, pharmacy benefit manager consulting, property and casualty and managed care and payer contracting.

These offerings allow us to leverage our experience and knowledge of the health industry to develop a strategic approach to benefit our members. We can negotiate low and stable rates, control risk factors, and educate, protect and mitigate risk to your health system.

Vizient Insurance Services, LLC, a subsidiary of Vizient, Inc., is dedicated to delivering operating margin improvement, improving coverage, terms and conditions and increasing financial reimbursement for all Vizient members.

### Employee benefits

- Life and disability
- Medical stop loss
- Dental
- Vision
- Voluntary products (cancer, accident, etc.)
- Contracted consulting relationships
- Gallagher Insurance Point
- Lockton Dunning benefits

### Managed care and payer contracting

- Managed care contracting strategy
- Medicare advantage strategy
- Commercial Medicaid strategy
- Hospital, physician, ancillary, ASC contract and payment review
- Payer negotiations
- Value based contracting
- Resolution of payer reimbursement and credentialing issues
- Managed care strategy
- Managed care physicians contracting incentive
- Managed care payer scorecards

### Pharmacy benefit manager consulting

- Pharmacy benefit manager (PBM) contract analysis and re-negotiation
- Rebate maximization programs
- Specialty Rx savings strategies
- Strategic RFP process
- Claim audits and asset recovery
- In-house pharmacy network strategies
- 340B consulting and health plan integration strategies

### Property and casualty

- Hospital professional liability and general liability insurance
- Cyber liability and breach response
- Cyber vulnerability and cyber defense consulting
- Executive liability insurance\*
- Property insurance\*
- Construction insurance (OCIPs)
- Captive management and advisory