



Capital Commit - Ultrasound Equipment

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vizient.

Agenda

- **Welcome/Introductions**
- **Capital Commit Program Overview**
- **Ultrasound Category Overview**
 - Market Drivers
 - Supplier Landscape
 - Vizient Market Share
 - Supplier Value Adds
- **Capital Commit Next Steps**
- **Timeline**
- **Q&A**

About Capital Commit

Are you willing to aggregate your capital spend with like-minded providers to achieve greater value?

The Vizient Commit Capital program offers providers exceptional value in select capital categories in exchange for defined purchasing commitments.

Working together with Vizient experts, increased efficiency can be realized by shifting costly and time-consuming local contracting to our team.

How providers access value

- Sign a Participation Agreement
- Provide approved annual Capital Equipment budget
- Leverage Vizient's expertise to achieve best value on your behalf
- Agree to compliance with suppliers selected and managed by Vizient

Capital Commit program overview

Ideal for organizations seeking to leverage scale and gain contracting efficiency on Capital expenditures

Current participants

- Program recently launched
- Eight (8) health systems participating in the program

Program requirements

- Participate in at minimum three (3) sourcing events per year
- Allow Vizient access to budget data

Contract commitment

- Individual contract commitments vary by contract
- Provider prohibited from locally negotiating to further enhance value with selected supplier

Value

- Members will realize of 10%-15% off contract

Portfolio

- Sourcing events will vary each year and be determined based on member budget data

Fee

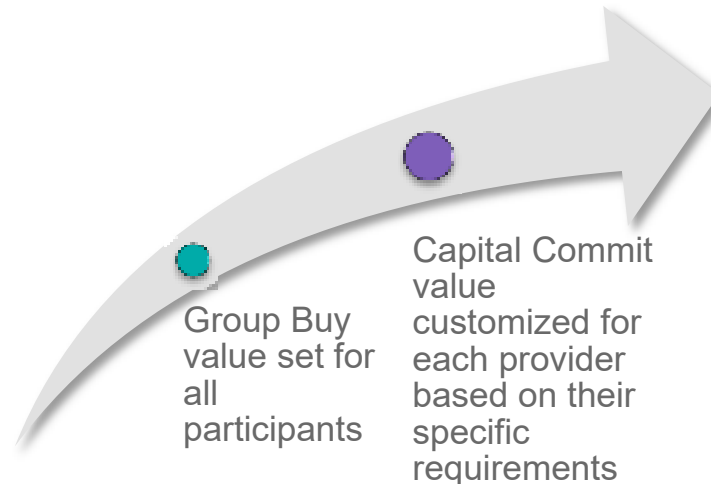
- 1.25% transaction fee on all volume purchased through the Capital Commit portfolio

Group Buy vs. Capital Commit

Access

National Group Buy

- No commitment
- Multiple equipment categories
- 90-day promotions scheduled on calendar quarters
- Value offering beyond best contract price
- Member can negotiate time to take delivery (typically up to one year)
- Supplier incremental admin fee negotiable



Commit

Capital Commit Program

- Long-term commitment required (one year or beyond)
- Commitment to a contract or several contracts
- Stand-alone program (not connected to Group Buy)
- Member budgets required
- Member pays transaction fee of 1.25%
- Dedicated resource aligned to Member

Capital Commit Program – Ultrasound Equipment

- **Purchase Period Begins: Q2, 2026**
- **Capital Commit Trial Addendum:**
 - Participants required to sign short-term pilot agreement
 - 1.25% transaction fee for capital commit purchases
- **Sourcing Event Assumptions:**
 - Multiple awards expected in each category
 - Clients only commit to their selected supplier. **No conversion expected.**
 - Negotiations will include additional value requirements (Service, Warranty, Technology, etc.)
- **Ideal Participants:**
 - Clients who are looking to purchase within 18 months of purchase period.
 - High Likelihood of purchase completion. Compliance will be measured.
 - Willingness to allow Vizient to negotiate on their behalf.

Ultrasound

Ultrasound Category Overview

Cart Based



Point of Care



Handhelds



Bladder Scanners



Market Drivers and Trends

Driving Factors

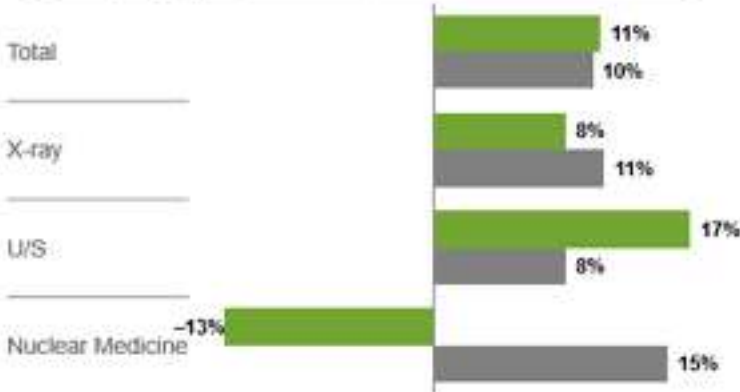
Usability in emergency and remote locations

Minimally Invasive Procedures

Growing number of imaging centers

Artificial Intelligence

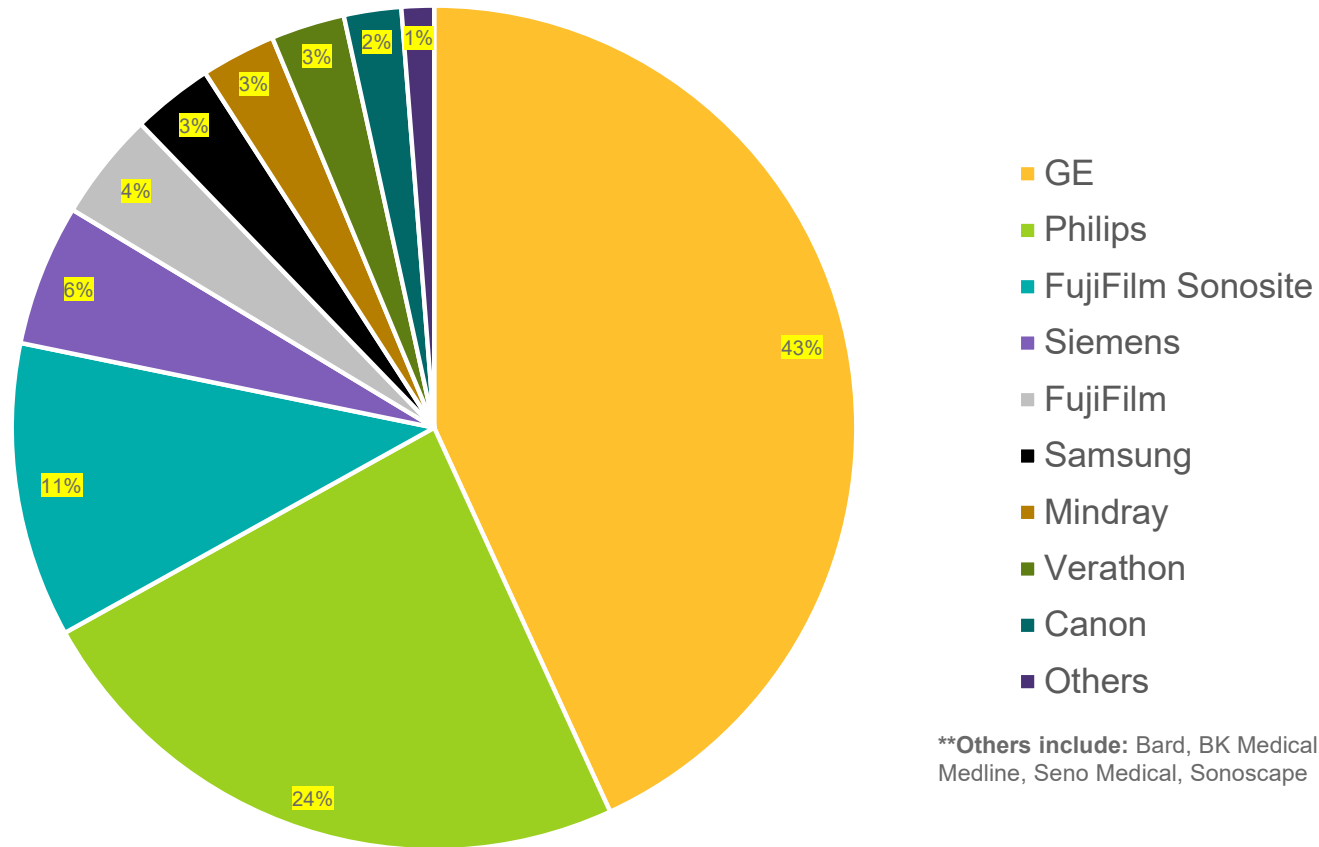
Outpatient Standard Imaging Volumes by Imaging Type, US Market, 2023-2033



Ultrasound Supplier Landscape

Supplier	Contract #	Diagnostic	Point of Care	Procedural/ Specialty	Handheld	Bladder Scanner
Bard	XR0911					X
GE Precision Healthcare (formerly BK Medical)	XR0912	X	X	X		
Canon	XR0913	X	X	X		
<u>EchoNous</u>	XR0914		X		X	X
<u>Esote*</u>	XR0915	X	X			
<u>FujiFilm</u>	XR0916	X		X		
<u>FujiFilm Sonosite</u>	XR0917		X			
GE Medical Systems	XR0918	X	X		X	
Konica	XR0921		X			
Medline	XR0922					X
Mindray	XR0923	X	X	X	X	
<u>Neurologica/Samsung</u>	XR0924	X	X			
Philips	XR0925	X	X		X	
Seno Medical	XR1020			X		
Siemens	XR0926	X	X			
<u>Sonoscape</u>	XR0927	X	X			
<u>Teratech/Terason*</u>	XR0928		X			
Verathon	XR0929					X

Vizient Contracted Supplier Sales 2025



****Others include:** Bard, BK Medical, Echonous, Esaote, Konica, Medline, Seno Medical, Sonoscape

GE Medical Systems

National Account Manager: Selena Singh selina.singh@gehealthcare.com



ASSET
PROFILE



TECHNOLOGY
INTEGRATION



WORKFLOW
OPTIMIZATION



DATA
SECURITY



SERVICE &
TRAINING



EQUIPMENT
FINANCE

Optimize current and future equipment to match evolving patient care pathways alongside your enterprise's key initiatives. All while maximizing your budget and providing the support to justify these expenditures. The program provides analysis and evaluation to help drive workflow improvement, increased asset utilization, identify potential financial upside, and most importantly, help you optimize patient care.

The HealthCheck process includes interviews with key stakeholders, development of current equipment profile across your enterprise and evaluation of clinical workflows.

Enterprise Ultrasound
HealthCheck

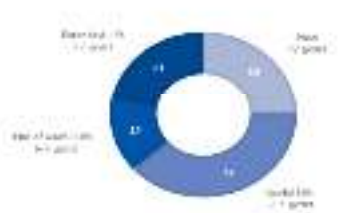


Enterprise Ultrasound Health Check

Fleet age/lifecycle

Age Group	Count	Percentage	Weighted Avg	Standard Deviation	Max Age	Min Age
0-5	10	10%	2.5	1.5	5	0
6-10	20	20%	8.0	2.0	10	6
11-15	30	30%	13.5	2.5	15	11
16-20	20	20%	18.0	2.0	20	16
21+	10	10%	21.0	1.5	21	16
Total	100	100%	12.0	2.0	21	0

LIFECYCLE



Age is a key indicator that needs staying current with the latest technology in the market.

Observations:

- 22% of assets are beyond extended life and should be assessed for replacement.
- 18 assets identified BCL (end of service life)
- POC and vendor feedback for age-coupled action.

Connectivity and security

System	OS Version	OS Support	OS End of Life	OS Patching	OS Security
System A	10	10%	2025	100%	High
System B	20	20%	2024	90%	Medium
System C	30	30%	2023	80%	Low
System D	40	40%	2022	70%	Very Low
System E	50	50%	2021	60%	Critical
Total	100	100%	2023	80%	Medium

OPERATING SYSTEMS



Most systems are on Windows and Windows is generally supported and patching is generally up to date.

Observations:

- 50% of assets are on Windows 10.
- Further evaluation of OS for potential cybersecurity risk is recommended.

Fleet segment by OEM

OEM	Count	Percentage	Weighted Avg	Standard Deviation	Max Age	Min Age
OEM A	10	10%	5.0	1.5	10	0
OEM B	20	20%	10.0	2.0	20	0
OEM C	30	30%	15.0	2.5	30	0
OEM D	40	40%	20.0	3.0	40	0
Total	100	100%	12.0	2.0	40	0

COUNT BY OEM



Standardization increases efficiency, reduces training time, allows for sharing of best practices, and can reduce cost through bulk buying and service coverage.

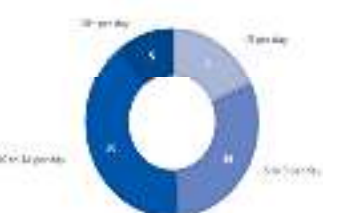
Observations:

- 7 different vendors and 46 different models.
- Average degree of standardization across companies to enable risk assessments.

Daily exam volumes

Day	Count	Percentage	Weighted Avg	Standard Deviation	Max Exams	Min Exams
Monday	10	10%	10.0	1.5	20	0
Tuesday	20	20%	20.0	2.0	40	0
Wednesday	30	30%	30.0	2.5	60	0
Thursday	40	40%	40.0	3.0	80	0
Total	100	100%	25.0	2.5	80	0

DAILY VOLUMES



Exam volumes were obtained during on-site interviews.

Observations:

- Assets performing low that could allow for optimization.
- POC is generally subject to the primary procedure, the interviewee often lower volume.

GE Medical Systems

Digital Expert Connect: Virtual Connections. Anywhere. Anytime.

Easy To Connect

1. Connect Digital Expert tablet to ultrasound system using a cable
2. EXPERT opens up Digital Expert app on any device - smartphone, tablet or desktop computer
3. Click one button to connect with USER requesting assistance



Key Features

- Audio/video capabilities
- Screen sharing
- Live annotation
- Instant messaging and on-screen chat

ViewPoint 5

Ultrasound and Reporting Simplified

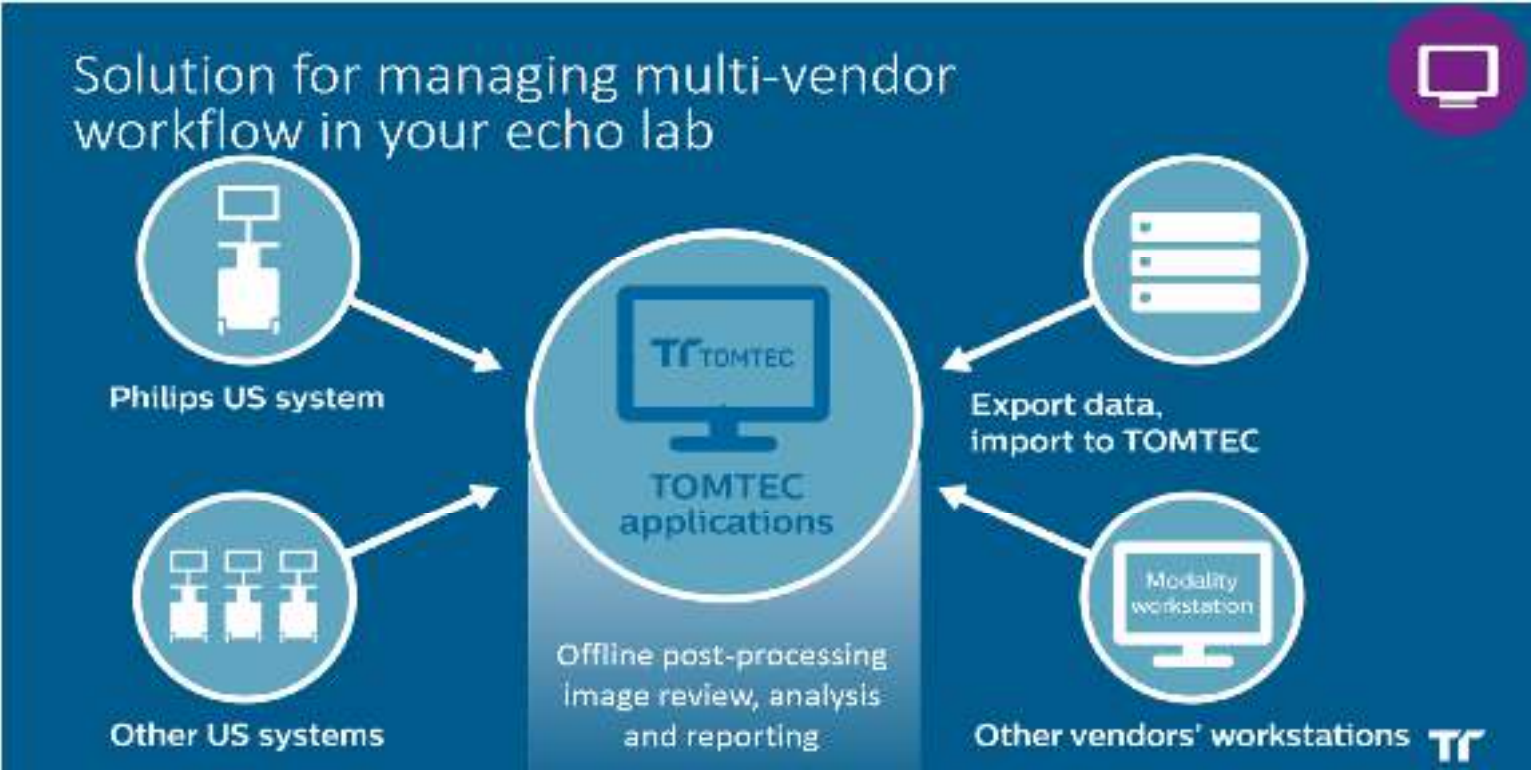
Ultrasound reporting and image management solutions for OB/GYN, MFM, Radiology, Cardiology, Vascular and the ED.

Helping to enhance patient care, optimize workflow efficiency and reveal potential operational savings.



Philips Healthcare

National Account Manager: Mark Evans mark.evans@philips.com



Philips Healthcare

Value Adds

Radiology Roadshows

Collaboration Live

Biomed Training

Ongoing Clinical Staff Training



FujiFilm SonoSite, Inc.

National Account Manager: Vaughn Deary vaughn.deary@Fujifilm.com

THEN



NOW



FujiFilm SonoSite, Inc.



Comprehensive, industry-leading 5-year warranty

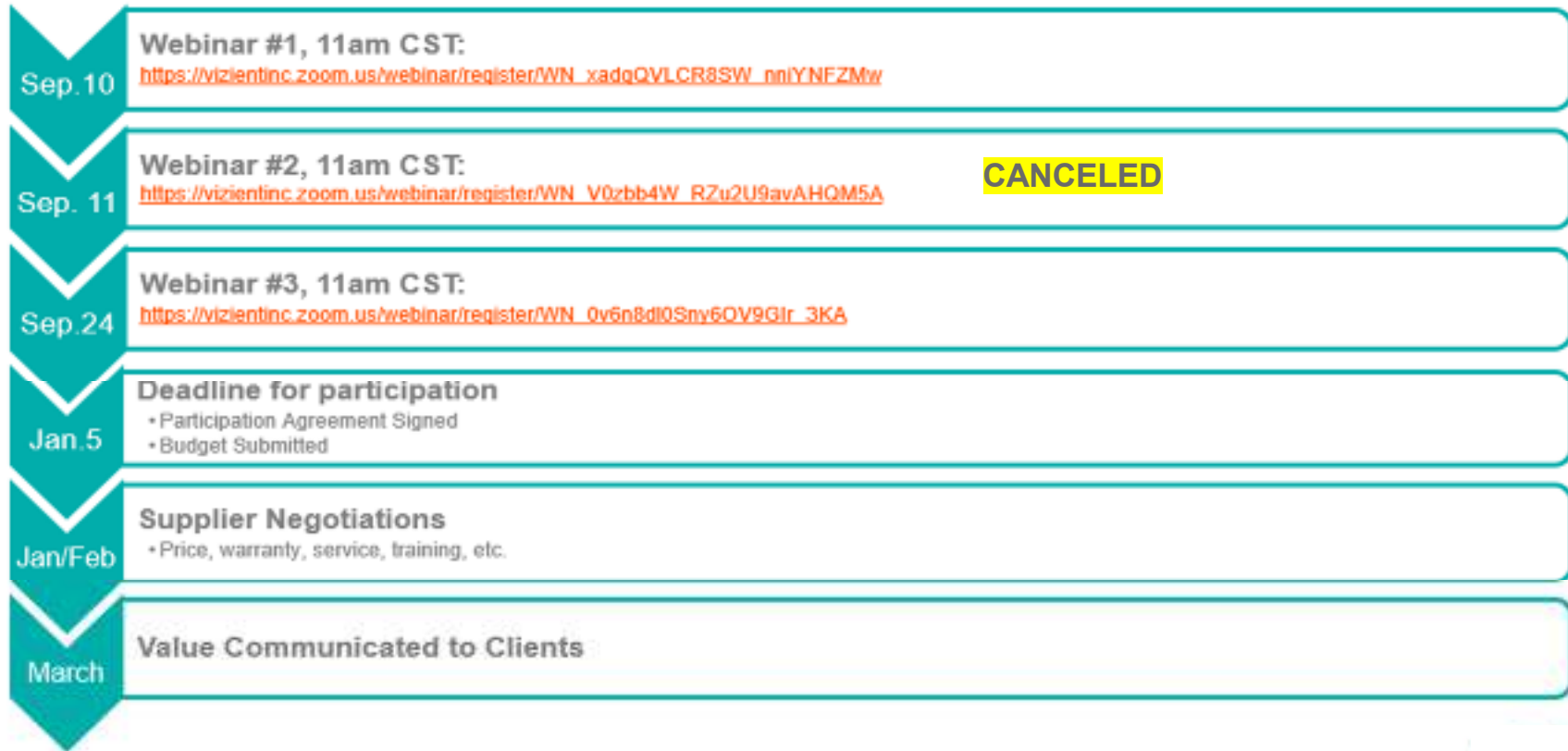
We offer an industry-leading Sonosite 5-year standard warranty, backed up by our outstanding customer service support.

- ✔ **5-year industry leading warranty**
- ✔ **Advanced replacement of ultrasound equipment and transducers**
- ✔ **Overnight loaner** of ultrasound equipment to ensure up-time*

Not only does Sonosite have superior products, but they also have superior service. The five-year warranty on their products means that not only will they repair the system if needed, but they will also get a loaner to me the very next morning. I can't practice without my ultrasound system and Sonosite recognizes that."

– Deanna J. Altaj, MD, FACS
Center for Breast Care, Burbank, CA

Sourcing Event Timeline: Ultrasound Systems



Next Steps

- **Capital Commit Commitment**
 - Short-term agreement
 - 1.25% transaction fee for capital commit purchases
- **Confirming the scope of your purchase:** Our goal is to categorize products in a manner that identify not only supplier and quantity, but also:
 - Product Type:
 - Model Preferences:
 - Additional requirements (i.e. service, warranty)
 - Technology Requirements
 - Purchase Timeframes
- **Product Demos:** If demos are necessary, **please refrain from mentioning Capital Commit when engaging with suppliers.** Requests for pricing will be blinded and no member information is released until an agreement has been reached.
- **RFP's:** All pricing requests for this Capital Commit sourcing event will be managed by Vizient.
- **Need More Detail: Connect with our team for a call to discuss the program/category.**

Questions?

Let's work together



vizient[®]

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