

Vizient Lab Advisory Services

Transform lab performance. Strengthen value. Deliver measurable outcomes.

Key capabilities

Clinically aligned sourcing that integrates physician priorities with purchasing decisions

Deep laboratory category expertise to accelerate speed to value

End-to-end advisory support from assessment through implementation and sustainment

Data-driven insights to inform utilization, sourcing and operational decisions

Contract value optimization to maximize every dollar under agreement

Outcomes you can expect

- Improved diagnostic quality and clinical outcomes
- Reduced variation in lab testing and product use
- Sustainable cost savings and margin improvement
- Enhanced operational efficiency and throughput
- Increased visibility into the value of the lab
- Stronger alignment across clinical, supply chain and finance teams

Healthcare organizations are under increasing pressure to improve diagnostic quality, control costs and demonstrate the value of the laboratory across the enterprise.

Vizient® Lab Advisory Services partners with you to align clinical, operational and sourcing strategies — helping you reduce unwarranted variation, optimize lab performance and unlock **sustainable financial value**.

What we deliver

Vizient combines clinical expertise, advanced analytics and category-specific sourcing strategies to improve lab performance across the continuum of care.

Our services include:

- **Category management across key lab areas:** reference lab, molecular testing, chemistry/immunochemistry, lab distribution
- **Strategic sourcing and contract optimization:** support for requests for proposal or information (RFP/RFI), agreement negotiation, supplier alignment
- **Lab operational and utilization assessments:** identification of inefficiencies, variation and improvement opportunities
- **Standardization and optimization:** lab consumables, workflows, product utilization
- **Supply assurance and disruption mitigation:** national-scale support to maintain continuity of care
- **Value demonstration:** tools and insights to help you quantify and communicate the lab's impact across the health system



Who we serve

We collaborate with cross-functional leaders to drive aligned decision-making, including:

- Supply chain leaders
- Materials management and sourcing teams
- Lab directors, pathologists and clinical leaders
- Finance and operational leaders

Why Vizient?

Vizient brings a uniquely integrated approach that goes beyond traditional sourcing.

- **Clinically driven, client-centered strategy** that aligns clinical evidence, operations and financial goals
- **Unmatched scale and market intelligence** powered by the nation's largest member-driven healthcare performance improvement company
- **Integrated analytics, consulting and sourcing** to deliver insights and execution in one connected solution
- **Proven methodology with measurable results** to accelerate speed to value while sustaining long-term performance

Let's transform lab performance — together

Vizient Lab Advisory Services helps you move beyond transactional decisions to a **strategic, clinically aligned lab model** that delivers value across your organization.



To learn more, contact
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Vizient, Inc. provides solutions and services that improve the delivery of high-value care through financial sustainability, system performance and strategic growth for more than two-thirds of the nation's healthcare providers.