

# Excelerate Strategic Health Sourcing, LLC



2013

Inception Date

136

Total Membership

\$4.0B+

Total Supply/Drug Spend

\$326M

Total savings since inception

170

Total Contracts

**Excelerate** is a solution created with the spirit of a progressive journey to engage clinicians and physicians in quality-focused, outcomes-driven decision-making. The model's success is predicated on embodiment of an organizational culture where leaders and physicians engage in developing and acting on strategic organizational and clinical priorities to create 'systemness.' The solution was created in partnership with the Cleveland Clinic, Vizient and Ohio Health.

## Differentiators

- While many solutions aim to do the same, Excelerate has developed a track record of success by being flexible, consistent and data-centric, thereby building trust and credibility.
- Change Management capabilities using a defined methodology.
- Excelerate implementation experts, and as needed, subject matter experts.
- Portfolio of service line agreements in various service lines.
- Clinical Utilization Guidelines to promote variation reduction in suppliers, products, and eventually, practices.

## Participation Requirements

The Excelerate solution recognizes that each organization is in varying stages of progression towards goals given imminent and longer-term priorities. However, one thing is certain, sustainable financial value is rarely achieved independent of supporting change efforts. Excelerate's change management resources and flexible approach help to meet members at their respective journey and work towards gradual migration. There are no penalties for non-participation.

## Membership Structure & Governance

- Integrated Services
  - Portfolio of agreements in:
    - Heart & Vascular service line
    - Musculoskeletal service line
    - Surgical specialty services
    - Commodities
    - Pharmacy
- Advisory resources for change management.
- Clinical utilization guidelines.
- Defined methodology to launch governance structure and support continued evolution of value.
- Sustainability of efforts through on-going sourcing and support.

## Contact Information

Vice President: Jenifer Axline

[jenifer.axline@vizientinc.com](mailto:jenifer.axline@vizientinc.com)

Operations Director: Sundeep Mann

[sundeep.mann@vizientinc.com](mailto:sundeep.mann@vizientinc.com)

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## Members

### Colorado

- Sisters of Charity, Leavenworth (7 Hospitals)

### Florida

- Cleveland Clinic Florida (4 hospitals)

### Georgia

- Grady Health System

### Indiana

- Good Samaritan Hospital
- Riverview Health

### Maryland

- University of Maryland (12 hospitals)

### Michigan

- Corewell Health (22 hospitals)

### New Jersey

- Valley Health
- Deborah Heart and Lung

### Ohio

- Cleveland Clinic (13 Hospitals)
- Akron Children's Hospital
- ProMedica (11 Hospitals)
- OhioHealth (10 Hospitals)
- OhioHealth Affiliates (8 Hospitals)
- Ashtabula County Medical Center
- Fisher Titus Medical Center
- TriHealth

### Oregon

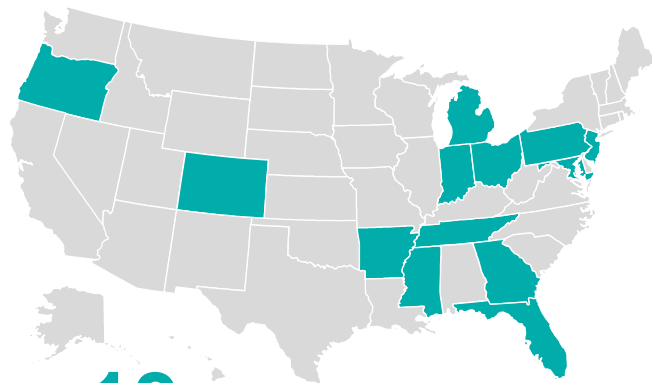
- Health Future (4 hospitals)

### Pennsylvania

- Temple University (3 Hospitals)
- Evangelical
- Geisinger (9 hospitals)

### Tennessee, Arkansas & Mississippi

- Baptist Memorial Healthcare(17)



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States with Members