

# Capital Strategic Sourcing

Strategic sourcing for capital procurement and contracting

## Capital Marketplace

With the Vizient® capital marketplace, providers gain access to expertise, procurement services, and contracting to support sourcing activities.

## New and renewed procurement

Procurement tailored to your needs that drives efficiency in your capital spend management.

## Contracting

Develop customized contract strategy recommendations that enhance Vizient's best in class national sourcing agreements by utilizing subject matter experts.

## Process Improvement

Identify and implement process improvements to maximize delivered value and achieve high level of provider satisfaction.



To learn more, contact us at [capitalequipment@vizientinc.com](mailto:capitalequipment@vizientinc.com)

## Advancing performance by managing capital spend

Managing spend on capital equipment is critical to long-term success. We enable providers to develop, execute, and manage a sustainable strategic spend management plan for current and future capital needs. We design and deliver strategies to communicate recommendations, successes, opportunities, and challenges.

## Strategic Sourcing

Work collaboratively to identify areas for aggregation of spend categories. Our sourcing executives calculate, analyze, and interpret cost data to recommend cost savings opportunities. We partner with Vizient® contract managers to elicit information, support, and develop amendments to existing Vizient contracts for specific provider requirements. Work with provider's supply chain and clinical teams to determine contract strategies for all bid packages and manage the complete RFP process inclusive of working with provider's legal team to negotiate terms and conditions. Establish and maintain strong supplier relationships on behalf of the provider. Our goal is to provide customizable strategic sourcing based on the provider's specific needs.

## Operational Efficiencies

Initiate standards for multifacility efficiency and cost control. Implement process improvements to reduce waste, expedite purchasing processes, and increase speed to market that has a direct impact on project timing. Identify further Vizient Capital contract utilization and tier optimization using Vizient's Capital Spend Insights. Our sourcing executives use project management skills to bring a streamlined reporting process of sourcing activities and utilize technology to track cost savings realized.

## Capital Spend Management

Our team of experts partner with providers to optimize the power of our agreements and customize a solution for each provider engagement. Vizient utilizes subject matter experts to build a robust medical capital and imaging portfolio to maximize value for your organization. Increase spend visibility, supplier performance, and transparency by utilizing analytics and dashboards. Our strategic sourcing executive identify opportunities to utilize Vizient Group Buys, targeted group buys, and bulk buys.

As the nation's largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.