

# Provider-aligned end-to-end spend solutions that identify cost savings and growth opportunities



## Improve cost in key medical-surgical supply categories

Access value on supplies used every day through our supplier agreements and purchasing programs. Optimize spend and maximize purchasing volume to enable higher savings.

## Gain savings and value in procuring purchased services

Through expertise, technology and our contract portfolio, we can help you better control expenses of categories and achieve savings in indirect spend and purchased services.

## Navigate the total cost of capital ownership

Vizient Capital Equipment Solutions enhance the procurement process (equipment planning, asset management and strategic sourcing).

## Access value and best price for your pharmacy

Whether acute, specialty, non-acute, home infusion or long-term care, we deliver solutions that optimize your pharmacy for high-quality patient care and financial growth.

## Achieve value in clinical and physician preference items

Vizient offers analytics for data-driven decisions as well as aggregation, local and national contracting solutions, price benchmarks and custom contracting services.



[vizientinc.com/what-we-do/spend-management](http://vizientinc.com/what-we-do/spend-management)



# Spend Management Outlook

## Winter 2026

January 28, 2026

*An integrated view of  
price projections and  
market developments for  
healthcare spend*

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# Access & download

Visit the *Spend Management Outlook* hub to access and download the report and other resources.



**New! Spend Management Outlook hub**  
Access the report, key insights and previous editions all in one place



<https://www.vizientinc.com/insights/reports/spend-management-outlook>

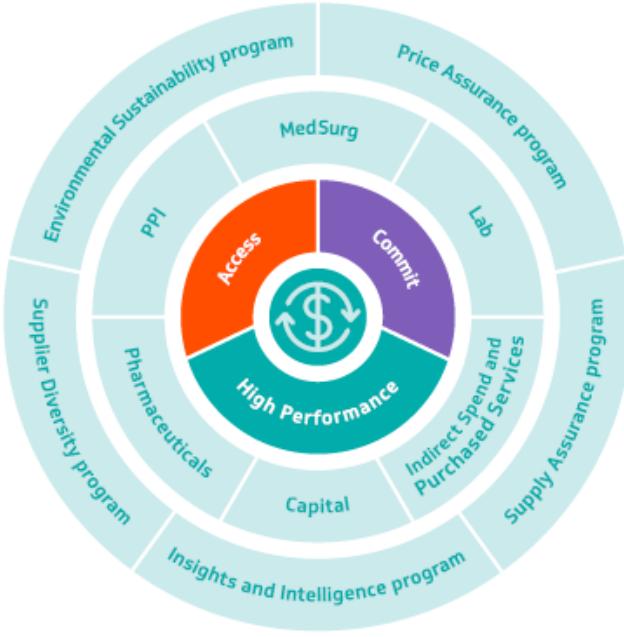
Contact us at [PharmacyQuestions@vizientinc.com](mailto:PharmacyQuestions@vizientinc.com)

A screenshot of the Vizient website. At the top, there is a navigation bar with links for 'Events', 'Careers', 'Contact Us', and a search bar. The main content area features a banner for the 'Spend Management Outlook' with a photo of three professionals and the text 'Your edge in spend management price insights and market trends'. Below the banner, there is a section for 'Latest article' with the title 'From cost pressure to strategic resilience' and a small image of three professionals. There is also a section for 'Expert insights to shape your strategy' with a 'Subscribe' button. The right side of the page features a 'Spend Management Outlook library' with three flipbook thumbnails for 'Winter 2026', 'Summer 2025', and 'Winter 2025'. At the bottom, there is a footer with links for 'All insights', 'News home', 'Contact us', and 'Cookie Settings'.

# Spend Management Outlook

Keeping you at the forefront of price projections and market developments across healthcare supply

Vizient aligns prominent areas of spend under one expanded category – spend management – that encompasses total expense management for hospitals and health systems.

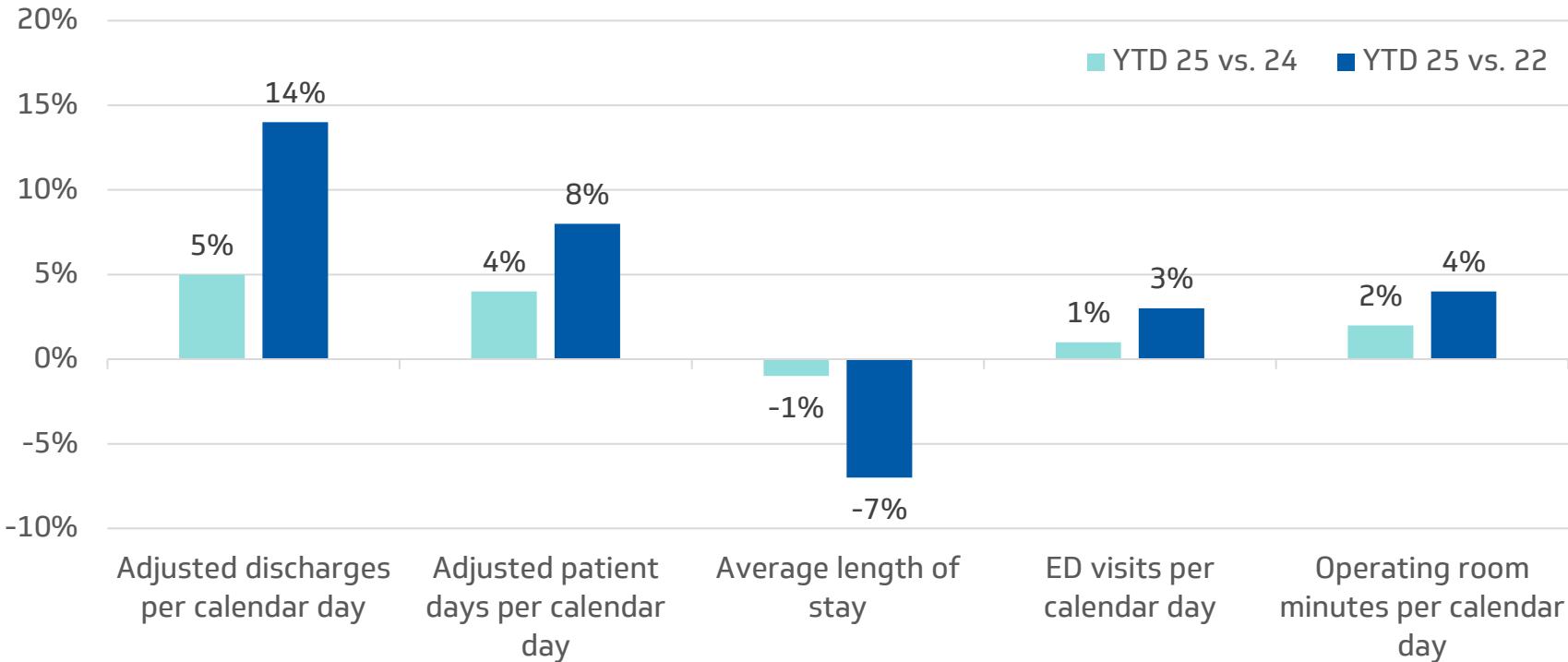


To build on this approach, the ***Spend Management Outlook*** provides an integrated perspective on the trends, factors and future expenses providers will face across the dimensions of healthcare.



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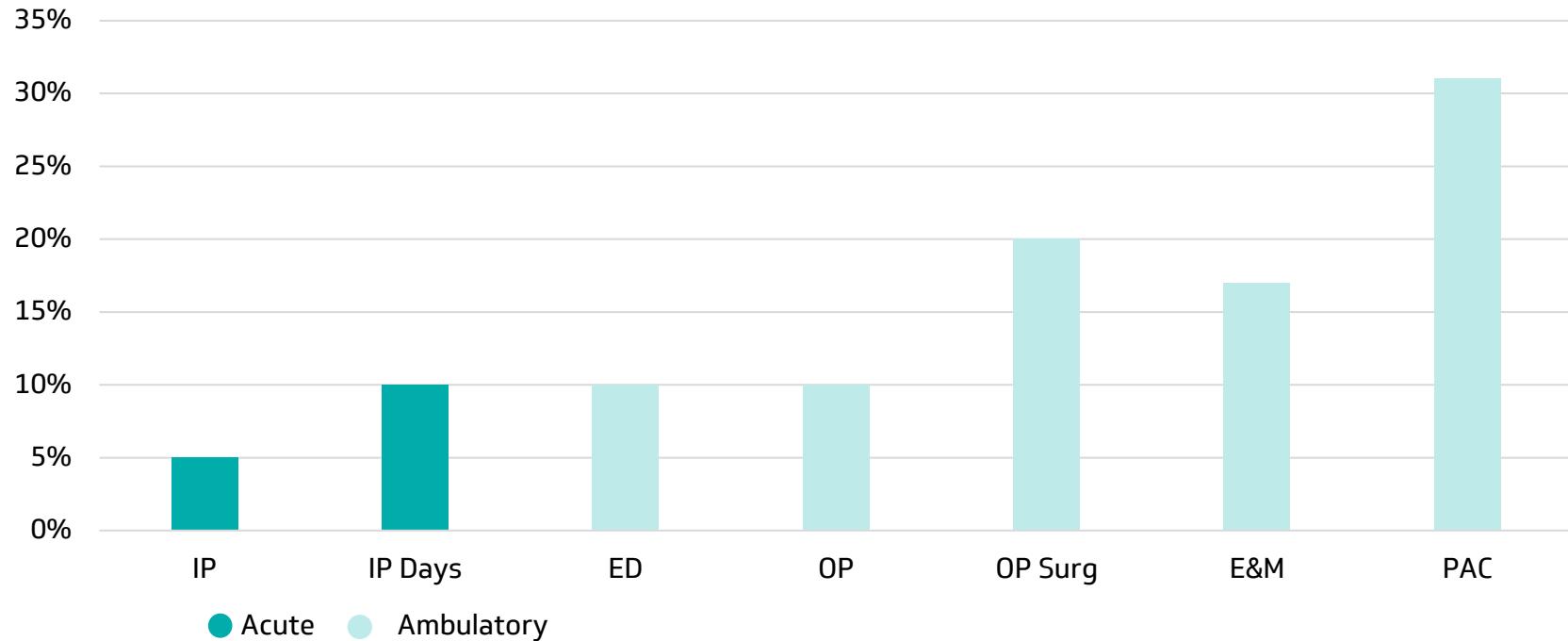
# Where we've been



Source: Kaufman Hall, National Hospital Flash Report, January 2026

# Where we're going

2025 Impact of Change highlights: Growth expected across key forecasts



Source: Sg2, Impact of Change®, 2025

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# What we are projecting

Supply chain products and materials,  
capital and services

Supply chain price inflation projections, July 2026 – June 2027

Category	Estimated average inflation
Medical products overall	2.32%
Medical and surgical products	3.03%
Laboratory	1.82%
Capital and imaging equipment	1.95%
Physician preference items	2.25%
Indirect spend and purchased services	3.85%



**2.78%**

Overall average  
projected price change

Source: Vizient analysis of U.S. Bureau of Labor Statistics, U.S. Department of Agriculture, Energy Information Administration

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# What we are projecting

## Pharmacy

Summary of projected drug price inflation rates,  
July 2026 – June 2027

Pharmacy spend category	Vizient price predicted price change	Percentage of analyzed group
<b>GPO</b>	<b>2.84%</b>	
Contract products	1.54%	30.56%
Non-contract products	3.42%	69.44%
<b>Pediatrics</b>	<b>3.53%</b>	
Contract products	2.24%	37.33%
Non-contract products	4.30%	62.67%

Projected drug price inflation rates by segment of pharmacy spend, July 2026 – June 2027

Pharmacy spend segment	Vizient price predicted price change
Acute	3.03%
<b>Ambulatory</b>	<b>2.85%</b>
Provider-administered medications	3.35%
Self-administered medications	2.43%
Specialty and complex medications	3.51%

**2.84%**

Overall average projected price change

Source: Vizient pharmacy program participant data, October 2024 – September 2025

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# Where do we go from here?

CEO outlook on healthcare system forces 2026-2030



Margin and economic transformation



Workforce redesign and digital enablement



Technology, data and AI as core infrastructure



Shift in site of care and consumer expectations



Value, equity and outcomes as strategic imperatives



Science, innovation and academic evolution



System resilience and sustainability

# Pharmacy



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Specialty and complex medications	3.51%

Source: Vizient pharmacy program participant data, October 2024 – September 2025

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# Pharmacy

Top medication spend among Vizient pharmacy program participants (all classes of trade)

Rank	Generic name	Brand name	Portion of spend (%), current	Percentage point change since previous
1	Immune globulin	Gammagard, Privigen, Gamunex-C	3.62	-0.09 ↓
2	Risankizumab-rzaa	Skyrizi	3.22	+0.42 ↑
3	Pembrolizumab	Keytruda	3.14	+0.16 ↑
4	Adalimumab	Humira	3.01	-0.50 ↓
5	Ustekinumab	Stelara	2.78	-0.72 ↓
6	Dupilumab	Dupixent	2.81	+0.42 ↑
7	Tirzepatide	Mounjaro, Zepbound	2.56	+0.62 ↑
8	Semaglutide	Ozempic, Wegovy	2.18	-0.09 ↓
9	Daratumumab-hyaluronidase-fihj	Darzalex Faspro	1.59	+0.15 ↑
10	Etanercept	Enbrel	1.58	+0.08 ↑

Source: Vizient pharmacy program participant data, October 2024 – September 2025

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# Pharmacy

## Acute

### Increases in % spend

Sugammadex (+0.01%)  
 Tenecteplase (+0.03%)  
 Iohexol (+0.01%)

### Decreases in % spend

Alteplase (-0.06%)  
 Remdesivir (-0.19%)  
 Bupivacaine liposome (-0.03%)

Top spend for acute care medications purchased through wholesaler channels only

Rank	Generic name	Brand name	Indication	Portion of spend (%)	Change since summer 2025 (%)
1	Sugammadex sodium	Bridion	Neuromuscular blockade reversal	0.96	+0.01 ↑
2	Alteplase	Activase, Cathflo Activate	Thrombolysis	0.57	-0.06 ↓
4	Remdesivir	Veklury	COVID-19	0.41	-0.19 ↓
5	Tenecteplase	TNKase	Thrombolysis	0.41	+0.03 ↑
9	Iohexol	Omnipaque	Diagnostic imaging	0.33	+0.01 ↑
10	Bupivacaine liposome	Exparel	Postoperative analgesia	0.30	-0.03 ↓

Source: Vizient pharmacy program participant data, October 2024 – September 2025

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# Pharmacy Provider-admin

## 3.35%

Provider-administered  
medications projected  
inflation rate

### Increases in % spend

Pembrolizumab (Keytruda) (+0.17%)  
Daratumumab-hyaluronidase (Darzalex Faspro) (+0.15%)  
Prevnar-20 (+0.15%)

### Decreases in % spend

Immune globulin (various) (-0.09%)  
Ocrelizumab (Ocrevus) (-0.20%)  
Vedolizumab (Entyvio) (-0.22%)

### Top spend for provider-administered medications

Rank	Generic name	Brand name	Indication	Therapeutic area	Portion of spend (%)	Change since summer 2025 (%)
1	Immune globulin	Gammagard, Gamunex-C, Privigen	Autoimmune, infectious and idiopathic diseases	Plasma	3.62	-0.09 ↓
2	Pembrolizumab	Keytruda	Solid cancers, lymphoma	Oncology	3.14	+0.17 ↑
3	Daratumumab-hyaluronidase-fihj	Darzalex Faspro	Multiple myeloma	Oncology	1.59	+0.15 ↑
4	Ocrelizumab	Ocrevus	Multiple sclerosis	Neurology	1.47	-0.20 ↓
5	Pneumococcal 20-valent conjugate vaccine	Prevnar-20	Prevention of pneumonia	Infectious diseases	1.28	+0.15 ↑
8	Vedolizumab	Entyvio	Crohn's disease, ulcerative colitis	Autoimmune/inflammation	1.05	-0.22 ↓
10	Durvalumab	Imfinzi	Solid cancers	Oncology	0.75	+0.13 ↑

Source: Vizient pharmacy program participant data, October 2024 – September 2025

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# Pharmacy Self-admin

# 2.43%

Self-administered  
medications projected  
inflation rate

## Increases in % spend

Risankizumab-rzaa (Skyrizi) (+0.42%)  
Dupilumab (Dupixent) (+0.42%)  
Tirzepatide (Mounjaro, Zepbound) (+0.62%)  
Upadacitinib (Rinvoq) (+0.18%)

## Decreases in % spend

Adalimumab (Humira) (-0.49%)  
Ustekinumab (Stelara) (-0.72%)  
Semaglutide (Ozempic, Wegovy) (-0.09%)

## Top spend for self-administered medications

Rank	Generic name	Brand name	Disease state(s)/ indication	Therapeutic area	Portion of spend (%)	Change since summer 2025 (%)
1	Risankizumab-rzaa	Skyrizi	Dermatology, GI, rheumatology	Autoimmune/ inflammatory	3.22	+0.42 
2	Adalimumab	Humira	Dermatology, GI, rheumatology	Autoimmune/ inflammatory	3.01	-0.49 
3	Dupilumab	Dupixent	Dermatology, GI, respiratory	Autoimmune/ inflammatory, cardiopulmonary	2.81	+0.42 
4	Ustekinumab	Stelara	Dermatology, GI, rheumatology	Autoimmune/ inflammatory	2.78	-0.72 
5	Tirzepatide	Mounjaro, Zepbound	Diabetes, obesity	Endocrine/ metabolic	2.56	+0.62 
6	Semaglutide	Ozempic, Wegovy	Diabetes, obesity	Endocrine/ metabolic	2.18	-0.09 
10	Upadacitinib	Rinvoq	Dermatology, GI, rheumatology	Autoimmune/ inflammatory	1.28	+0.18 

Source: Vizient pharmacy program participant data, October 2024 – September 2025

Abbreviations: GI = gastroenterology

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# Pharmacy

## Anticipated high-impact approvals

### Reduced treatment burden

- Anaphylm (Aquestive) - Anaphylaxis
- Denecmig (Mim8) (Novo Nordisk) – Hemophilia A

### High pediatric impact/long awaited approval

- Kresladi (Rocket Pharmaceuticals) – LAD-I

### High-cost non-gene therapies

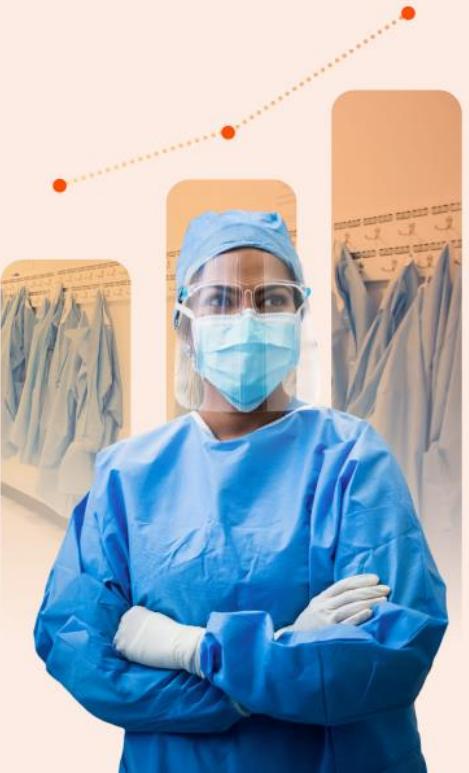
- Nanoencapsulated sirolimus + pegadricase (NASP) (Sobi) - gout
- Pivekimab sunirine (PVEK) (AbbVie) - BPDCN

### Top 6 in 2026

Podcast on upcoming approvals in cell and gene therapy



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# Medical and surgical products

**3.03%**  
Projected inflation rate

Medical and surgical product inflation projections,  
July 2026 – June 2027

Category	Estimated inflation
Medical and surgical products	3.03%
Medical supplies	3.33%
Surgical supplies	2.93%

Source: Vizient analysis of U.S. Bureau of Labor Statistics Producer Price Index data

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# Medical and surgical products

## Increases in % spend

Regenerative biologic medicine (+0.5%)  
Wound and tissue product spend

## Decreases in % spend

IV pumps, tubing and solutions (-2.4%)  
Conservation and stabilization post Hurricane Helene-related shortages

## New categories

Respiratory routine disposables  
Increased respiratory monitoring in non-acute settings

## Top spend categories for medical and surgical products

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	IV pumps, tubing and solutions	11.4	13.8	-2.4 ↓
8	Regenerative biologic medicine	2.5	2.0	+0.5 ↑
15	Respiratory routine disposables	1.5	--	<i>new</i>

Source: Vizient Supply Analytics, October 2024 – September 2025



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# Laboratory

**1.82%**

Projected inflation rate

Laboratory product inflation projections, July 2026 – June 2027

Category	Estimated inflation
Laboratory	1.82%
Consumables	1.79%
Equipment	1.85%

Source: Vizient analysis of U.S. Bureau of Labor Statistics Producer Price Index data

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# Laboratory

## Increases in % spend

### Blood bank (+0.7%)

- Expanded blood product usage

## Decreases in % spend

### Molecular technology (-0.9%)

- Post-pandemic volumes normalized
- Consolidated test menus to reduce redundancy

## Top laboratory product spend categories

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	Molecular technology <sup>a</sup>	33.7	34.5	-0.9 ↓
7	Blood bank	3.1	2.4	+0.7 ↑

Source: Vizient Supply Analytics, October 2024 – September 2025

<sup>a</sup> Includes next-generation sequencing



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# Indirect spend and purchased services



Indirect spend product inflation projections, July 2026 – June 2027

Category	Estimated inflation
Indirect spend and purchased services	3.85%
Construction	3.70%
Capital equipment/non-medical	4.15%
Electricity	3.80%
Facilities management	4.13%
Facilities services	3.27%
Food overall	3.63%
Internet	2.80%
IT hardware/software	5.66%
IT services	4.50%
Medical gases	5.00%
Office supplies and printing	3.99%
Operational support services	3.45%
Telephone, wireless	1.25%
Water services	4.30%

**3.85%**

Projected inflation rate

Source: Vizient analysis of U.S. Bureau of Labor Statistics Producer Price Index data, U.S. Department of Agriculture, Energy Information Administration

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# Indirect spend and purchased services

## Increases in % spend

### Human resources (+13.7%)

New data capture of benefits and insurance

## Decreases in % spend

Percent of spend decreased while absolute spend increased

### Information technology (-2.7%)

### Finance and accounting (-2.8%)

## Hot topics

- Food
- Construction
- Security
- IT

## Top spend categories for indirect spend and purchased services

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	Human resources	21.0	7.3	+13.7 ↑
3	Information technology	13.6	16.3	-2.7 ↓
4	Financial and accounting	13.5	16.3	-2.8 ↓

Source: Vizient Supply Analytics, October 2024 – September 2025



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# Capital equipment

**1.95%**

Projected inflation rate

Capital and imaging equipment product inflation projections,  
July 2026 – June 2027

Category	Estimated inflation
Capital equipment	1.95%
Capital equipment/medical	2.06%
Imaging equipment	1.80%

Source: Vizient analysis of U.S. Bureau of Labor Statistics Producer Price Index data

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# Capital equipment

## Increases in % spend

**Magnetic resonance systems (+1.2%)**

- Imaging upgrades for next-gen systems
- Expanded use in oncology and neurology

## Decreases in % spend

**Patient monitoring (-0.8%)**

- Post-pandemic standardization
- Platform consolidation to streamline interoperability

## New categories

**External defibrillators (new)**  
**Operating room tables (new)**



## Top spend categories for capital equipment

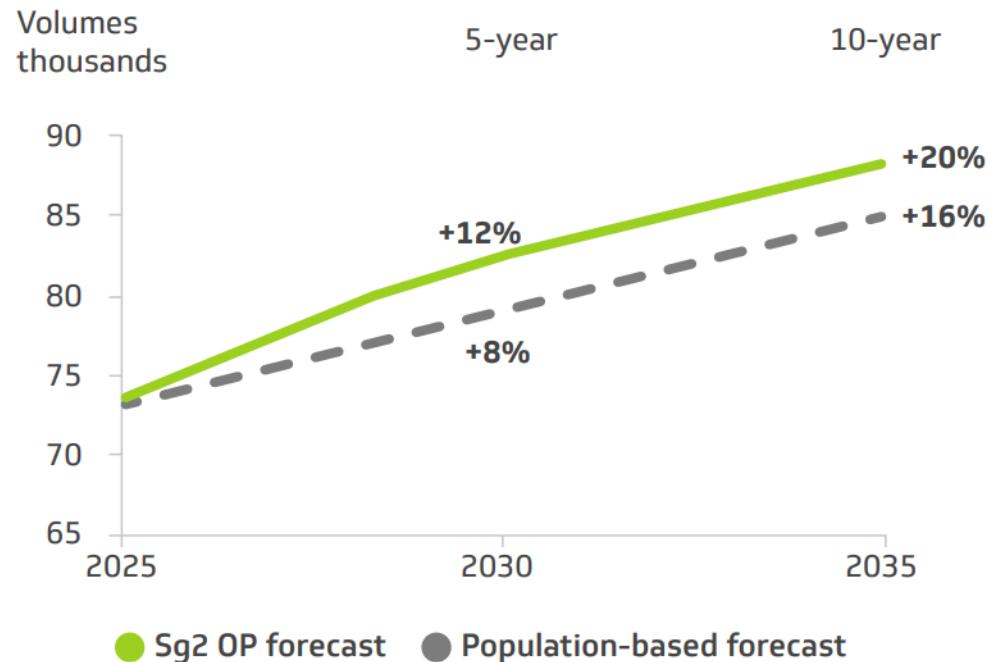
Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
3	Magnetic resonance systems	8.3	7.1	+1.2 ↑
5	Patient monitoring	7.0	7.8	-0.8 ↓
14	External defibrillators	1.7	--	<b>new</b>
15	Operating room tables	1.6	--	<b>new</b>

Source: Vizient Product Reporting System, October 2024 – September 2025

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# Theranostics

## Radiopharmaceuticals therapy forecast U.S. market, 2025-2035



## Outpatient radiation therapy U.S. market, 2025

10-year growth	RT +7%	PET +23%	SPECT +8%
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Between 2023 and 2024, Vizient clients saw

- 24% increase in radiopharmaceutical utilization
- 42% increase in PET/CT and SPECT/CT system purchases

As programs scale, success depends upon coordinated alignment among imaging, pharmacy and oncology leaders to manage cost, compliance and throughput.

Source: Impact of Change®, 2025; proprietary Sg2 all-payer claims dataset, 2023; Claritas Pop-Facts®, 2025; Sg2 analysis, 2025  
Abbreviations: RT = radiotherapy; PET = positron emission tomography; SPECT = single-photon emission computed tomography

# Physician preference items

2.25%

Projected inflation rate

Physician preference items (PPI) inflation projections,  
July 2026 – June 2027

Category	Estimated inflation
Physician preference	2.25%
Cardiology	2.11%
Orthopedics overall	1.54%
Orthopedic supplies	1.70%
Joint implants	0.52%
Spinal	1.57%
Neurosurgical	3.92%
Surgical services	2.83%

Source: Vizient analysis of U.S. Bureau of Labor Statistics Producer Price Index data

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# Physician preference items

## Cardiology

### Top cardiology spend categories\*

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	Structural heart	18.8	17.7	+1.1↑
2	Electrophysiology products	16.4	14.9	+1.5↑
3	Cardiac rhythm management	14.2	15.4	-1.2↓

2.11%

Projected inflation rate

### Increases in % spend

#### Electrophysiology products (+1.5%)

Growing adoption of PFA and other next-gen cardiac mapping and ablation systems

#### Structural heart (+1.1%)

Ongoing procedure expansion

### Decreases in % spend

#### Cardiac rhythm management (-1.2%)

Stabilization in implantable cardioverter-defibrillator (ICD) and pacemaker volumes

Source: Automated Data Submission, all client spend, by Vizient spend category, August 2024 – July 2025

\* Categories have been refined in collaboration with Vizient subject matter experts to provide more granular product-level detail.

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# Physician preference items

## Orthopedics

### Top orthopedics spend categories\*

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	Implants – hips and knees	19.0	23.3	-4.3 ↓
2	Implants – spinal	16.1	19.8	-3.7 ↓
3	Trauma	13.0	15.9	-2.9 ↓
4.	Implants – neurostimulation	10.6	--	<i>new</i>
5.	Orthobiologics	9.9	12.3	-2.4 ↓

Source: Vizient Supply Chain Analytics, October 2024 – September 2025

\* Categories have been refined in collaboration with Vizient subject matter experts

**1.54%**

Projected inflation rate

### Decreases in % spend

Absolute spend increase in nearly every ortho category

Movement of all neurostimulation and neurosurgery products into orthopedics (from surgical services) influenced category weighing

### New categories

- **Implants – neurostimulation**
- **Implants – neurosurgical**
- **Neuro power tools and accessories**
- **Surgical navigation systems and accessories**

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# Physician preference items

## Surgical services

### Top spend categories for surgical services

Rank	Product spend category	Portion of spend (%), current	Portion of spend (%), previous	Percentage point change
1	GI lab accessories	16.8	12.6	+4.2 ↑

**2.83%**

Projected inflation rate

### Increases in % spend

#### GI lab accessories (+4.2%)

- Sustained procedural volume and expansion of minimally invasive and diagnostic endoscopy programs
- Most surgical categories flat to modest spend increases, most categories showed upward movement due to neuro reclassification

### New categories

- Gynecological hysteroscopic tissue removal
- Implants – penile
- Trocars

# Resources

# Vizient cell and gene therapy solutions

Our solutions offer comprehensive support to address access, financial and operational challenges in the rapidly growing market of advanced therapies for rare and genetic disorders.



**Save the date!**

## Cell, Gene and Specialty Symposium

May 5 – 7, 2026  
Dallas, TX

**insight**  
2026  
Learn. Connect.  
Collaborate.  
VIZIENT CELL, GENE & SPECIALTY SYMPOSIUM



## Cell and gene therapy community network

- **Industry stakeholder network:** Providers, Payers, Suppliers (bi-annual mtg.)
- Executive Committee
- Referral Network
- Financial benchmark reporting
- Vizient CGT Clinical Database (Efficacy, Outcomes, Financial benchmarking)
- Educational resources (w/SME guidance)
  - Best practices playbooks
  - Disease state modules
  - Clinical pipeline review
  - Disease state cost benefit analysis



## Advisory services

Planning and implementation support

- Procurement
- Clinical insights
- Reimbursement and revenue integrity
- Patient selection
- Operational support

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<https://www.vizientinc.com/insights/reports/spend-management-outlook>

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# Planning tools

Manage spend, identify cost reduction opportunities and increase operational efficiency

- **Supply Analytics** – Price visibility, real-time market data and price benchmarking capability
- **Capital Spend Insights** – Automates quote submission, tracking and review
- **Purchased Services Analytics** – Analyze spend to identify opportunities for cost savings, vendor standardization and service line optimization
- **Procedural Analytics** – Insights into the drivers of supply costs, utilization and quality of care

## Pharmacy Analytics – Drug Budget Forecast



Personalizes the drug price projections with your spend data

- High level projection analysis and overview
- Free, detailed report with data filters

Contact us at [PharmacyQuestions@vizientinc.com](mailto:PharmacyQuestions@vizientinc.com)

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