

MedSurg Clinical Consulting

Transforming clinical and operational performance through data-driven insights

Overview

Vizient Clinical Consulting uses proven clinical strategies and advanced analytics to reduce unwarranted variation, align clinical and financial goals, and drive meaningful, lasting results.

Serving as your strategic partner, our engagements are tailored to your goals with a focus on aligning clinical and purchasing decisions, driving efficiency and optimizing technology and resources through proven insights and clinical expertise.

Key services

- Clinical cost management and utilization review
- Reduction of unwarranted variation
- Regulatory and reimbursement evaluation
- Standardization and consolidation strategy
- RFI/RFP support and agreement negotiation
- Evidence-based best practice implementation
- Optimization of Vizient programs (e.g, Novaplus, aptitude, Impact Standardization)

Transforming supply strategy to advance clinical and financial performance

In today's evolving healthcare landscape, organizations face growing pressure to deliver high-quality care while controlling costs and managing supply disruptions. To meet these challenges, providers need solutions that go beyond transactional purchasing. Our approach focuses on aligning clinical and operational goals through strategic supply chain collaboration, expert insights and innovative pricing strategies.

By leveraging our comprehensive solutions, healthcare organizations can:

- Overcome supply and price assurance challenges to maintain consistent access to needed products
- Ensure clinical priorities are reflected in purchasing decisions
- Standardize and streamline product utilization across all care settings
- Realize measurable cost savings and operational efficiencies through data-driven analytics
- Collaborate with suppliers for innovative, cost-effective solutions
- Engage in customized initiatives with flexible pricing models that support long-term sustainability

Data-driven insights derived from available tools and analytics platforms

- **aptitude** – Expedite sourcing and bids
- **Procedural Analytics** – Physician and case-level insights
- **Clinical Data Base** – Quality and outcomes benchmarking
- **Novaplus** – Vizient's private label purchasing

Engagement methodology

Our experts help you institute best practice processes to drive high quality clinical outcomes. We utilize a four-phase process to ensure success:



Assess: We evaluate spend, clinical, financial and procedural data and interview stakeholders to identify opportunities



Design: Collaborative strategy development and prioritization aligned with clinical goals



Deploy: Implementation support and supplier collaboration



Sustain: Ongoing monitoring, reporting and sustainability planning

Implementation timeline

Typical projects span 90–180 days, tailored to the provider's scope and readiness. Full conversion support includes cross-functional engagement, data analysis, contracting and post-implementation monitoring.

Flexible engagement options

MedSurg Clinical Consulting can be delivered either as part of a master agreement with dedicated consulting hours or as a standalone fee-for-service engagement with a customized scope of work.



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