

Powering your success: the Vizient approach to achieving your goals and priorities





Why we exist: our mission

Vizient® enables providers to innovate and accelerate the delivery of high-value care by aligning cost, quality and market performance.

As a high-performance improvement company...

We connect you with more than half of the healthcare organizations in the United States.



>60%

of the nation's
acute care
providers



>97%

of the nation's
academic
medical centers



>25%

of the non-
acute market
in the U.S.

Engagement and participation

At Vizient, we have a proven track record of developing cutting-edge solutions and offering valuable marketing support. We encourage you to explore our diverse range of partnerships, programs and solutions to uncover the numerous benefits offered. By participating in these solutions, you can gain valuable insights and maximize your success.

Partnerships, programs and solutions

Academic Medical Center Portfolio	<p>The Academic Medical Center (AMC) portfolio serves the purchasing needs of 95% of the country's AMCs. This program allows you to offer specialized tiers and pricing with access to >450 healthcare organizations that meet the following criteria:</p> <ul style="list-style-type: none">• Have an allopathic or osteopathic medical school or a stand-alone pediatric hospital responsible for educating physicians and osteopaths in neonatal, pediatric and adolescent medicine.• Have one or more programs or schools for health professions, such as allied health, dentistry, graduate studies, nursing, public health or veterinary medicine.• Have one or more owned or affiliated teaching hospitals, health systems or other organized healthcare services.• Have multi-residency programs for the education of physicians and osteopaths through a documented affiliation agreement with a medical school accredited by the Liaison Committee on Medical Education. <p>Visit the Supplier Dashboard or contact viziensupport@vizientinc.com to learn more.</p>
Advisory Solutions	<p>Vizient Advisory Solutions, a leading healthcare consultancy in the country, offers a range of analytics and professional services. These services are designed to connect various aspects of healthcare, such as processes, patient care, quality and cost management. The goal is to help Vizient providers enhance their performance in terms of cost, quality and market competitiveness.</p> <p>While there isn't a direct way for you to engage with advisory services, it's important for you to be aware that Vizient partners with providers through Advisory Solutions engagements. This means that your organization may be called upon to support providers in their local engagement with the Advisory Solutions team, as and when needed.</p> <p>Contact your Vizient representative to learn more.</p>
Aggregation Solutions	<p>Aggregation Solutions goes beyond traditional group purchasing organization services to help health systems achieve their strategic goals by offering opportunities for health systems to engage with like-minded peers and collaborate on shared initiatives. By joining these groups, health systems can draw from supplier partnerships and opportunities, as well as supply chain analytics, to drive improved health system operations. Additionally, we provide compliance monitoring to ensure that your collaboration with health systems meets regulatory requirements.</p> <p>Our services also include identifying and implementing innovations and efficiencies that contribute to cost reduction and enhance patient care. This comprehensive approach allows you to help health systems enhance their overall performance and deliver better care to their patients by addressing challenges present in today's healthcare environment.</p> <p>Visit the Supplier Dashboard or contact your Vizient representative to learn more.</p>
aptitude®	<p>aptitude is the Vizient digital contract solution that integrates technology to automate processes, analytics to enhance performance, and market insights for informed decision-making. This simplified approach to category management helps suppliers quickly create precise offers and gain market share.</p> <p>Through the online platform, you can establish end-to-end connectivity with your provider partners and gain visibility into new growth opportunities - while optimizing operations and building stronger relationships with your customers. aptitude brings providers and suppliers together to improve efficiency, facilitate clinical-supply chain integration and enhance contract performance.</p> <p>Visit the Supplier Dashboard or contact ask@aptitude.com to learn more.</p>
aptitude Reveal	<p>aptitude Reveal is a powerful tool that delivers unprecedented transparency by surfacing comprehensive market share data, detailed provider purchasing insights and competitive product information.</p> <p>With access to these next-level performance metrics, you can track and benchmark your performance against industry standards plus build strategies that advance partnerships with participating providers.</p> <p>Reveal's impactful insights empower you to drive efficiency, make data-driven decisions and grow your business.</p> <p>Contact ask@aptitude.com to learn more.</p>

Custom Sourcing Solutions	<p>Custom Sourcing Solutions, an extension of the national group purchasing organization, offers custom contracting services and supply chain analytics to IDNs and acute care hospitals. This fee-for-service option is managed through a comprehensive custom engagement, providing flexible options tailored to each provider's unique requirements.</p> <p>We achieve this by leveraging Vizient resources and strategic supplier partnerships, delivering value through cost reduction and operational efficiency improvement and implementing shared solutions to address specific needs.</p> <p>Engaging with Custom Sourcing Solutions leads to increased provider value, improved mutual operational efficiencies and higher levels of satisfaction for both suppliers and providers.</p> <p>Visit the Supplier Dashboard or contact customcontracting@vizientinc.com to learn more.</p>
Domestic Sourcing	<p>Vizient recognizes the benefits and importance of domestic manufacturing in ensuring a dependable supply for both you and providers. Vizient Domestic Sourcing takes pride in recognizing and supporting your investment and dedication to U.S. manufacturing.</p> <p>If you provide detailed information about your American-made products, we'll showcase them in the Vizient Catalog with a special icon. This will make your products more recognizable and visible to our providers. There are two Domestic Sourcing designations that Vizient employs: "Assembled in USA" and "Made in USA." These designations adhere to the standards set by the Federal Trade Commission (FTC).</p> <p>Visit the Supplier Dashboard or contact domestic.sourcing@vizientinc.com to learn more.</p>
eCommerce Exchange	<p>The Vizient eCommerce Exchange is a proprietary platform designed to streamline and automate various back-office tasks associated with purchase order processing. It offers real-time price verification on group purchasing organization, aggregation, custom and local contracts.</p> <p>This platform serves as an electronic connection between suppliers and providers, facilitating a seamless exchange of supply chain-related documents. These documents include purchase orders (POs), PO acknowledgments, advanced shipment notices, invoices and price catalogs.</p> <p>In addition to document exchange, the Vizient eCommerce Exchange provides a web-based portal for managing transactions. It also offers a comprehensive suite of analytics that offer deeper insights and visibility into supply chain operations. This allows users to track and analyze their supply chain performance effectively. The Vizient eCommerce Exchange is compatible with all major enterprise resource planning (ERP) systems in the healthcare industry.</p> <p>Contact edisupport@vizientinc.com to learn more.</p>
Environmental Sustainability	<p>The goal of Vizient's Environmental Sustainability (ES) Program is to employ solutions and insights to reduce negative human and environmental health impacts. The program includes sustainable sourcing, energy reduction, waste minimization, water conservation, transportation demand management, sustainable design, and committing to meaningful climate action.</p> <p>Our Environmental Sustainability capability is focused on the following foundational pillars:</p> <ul style="list-style-type: none"> • Environmental Sustainability data and analytics — Enabling the broadest source of sustainability information • Provider insights — Delivering tools, roadmaps and managed services • Supplier service — Partnering to improve sustainability performance • Industry alignment — Setting sustainability standards and strategies <p>Our commitment is to empower sustainable choices across the industry while accelerating sustainability performance improvement. By increasing the visibility of your organization's sustainable products and services and promoting sustainability stewardship, we can assist providers in reducing their impact on human and environmental health.</p> <p>Visit the Supplier Dashboard or contact eps@vizientinc.com to learn more.</p>
Facilities and Construction Solutions	<p>Facilities and Construction Solutions specializes in providing expertise to support facilities and construction projects. Our aim is to assist end-users in achieving success by bringing together skilled teams, using tools to ensure projects are finished on time and within budget and implementing delivery strategies that make the most of resources and improve cost transparency.</p> <p>Our team is dedicated to supporting you in delivering value through experience, knowledge of leading practices and understanding of provider needs. We provide different services to help with facility and construction management. This includes finding ways to combine resources, improving processes, saving costs and managing day-to-day operations of facilities and plants.</p> <p>Visit the Supplier Dashboard or contact facilitiesconstruction@vizientinc.com to learn more.</p>

Group Buy	<p>The Group Buy program provides suppliers the opportunity to offer a 90-day purchasing opportunity. The program benefits suppliers by maximizing sales and allows members to access exclusive offers on high-quality products and services. Additionally, the program offers you the option to provide upgrades, extended terms and conditions and other valuable benefits to providers alongside competitive prices.</p> <p>Participants in the program get benefits like a comprehensive marketing campaign to increase visibility to members in the Vizient Catalog. They also receive extra sales training and support and have the potential to increase sales based on the average buying trends of the group.</p> <p>Visit the Supplier Dashboard or contact groupbuy@vizientinc.com to learn more.</p>
Impact Standardization Programs	<p>Standardization in supply chain management is challenging but rewarding. Our Impact Standardization Program involves collaboration with providers to help them achieve efficiencies and cost savings through standardization. This program also provides support to awarded suppliers, offering you higher committed volume and greater visibility compared to other group purchasing organizations (GPOs).</p> <p>By participating in the program, you can enjoy several benefits. These include higher sales, protection from competition and the hassle of rebidding, Vizient taking care of rebate calculation, program reporting, and payment management. Additionally, you'll receive extensive marketing support to promote your business.</p> <p>Visit the Supplier Dashboard or contact impactprograms@vizientinc.com to learn more.</p>
Innovative Technology	<p>The Innovative Technology Program supports providers in finding unique solutions to their challenges through medical innovations. It serves as a platform for innovative solutions that improve clinical care, safety and business models in healthcare organizations. This program benefits both suppliers and providers by promoting collaboration and driving innovation in the healthcare industry.</p> <p>Additionally, the program provides increased visibility for innovative solutions and assists in identifying products and services for contracting and marketing opportunities. This is achieved through a rigorous review process. The Vizient annual Innovative Technology Exchange is an accompanying expo event that brings together selected suppliers and healthcare experts. It offers an exclusive opportunity for in-depth conversations and valuable connections with providers.</p> <p>Visit the Supplier Dashboard or contact innovativetechnology@vizientinc.com to learn more.</p>
Managed Services	<p>A benefit to Vizient providers is our operational supply chain management support, which ranges from strategy development to tactical implementation of best-in-class supply chain practices based on provider needs. Services offered can vary from supporting a member's existing supply chain to managing the entire supply chain process for the provider. Although there isn't a direct way for suppliers to participate in this program, you should be aware that some Vizient members work with us in this supply chain model.</p> <p>Visit the Supplier Dashboard or contact your Vizient representative to learn more.</p>
Marketing	<p>We collaborate with the contract management team to promote your news and offerings within Vizient communications. This involves creating various communication materials that aim to increase provider awareness and use of the contracts awarded to suppliers.</p> <p>To maximize exposure, we showcase your contracts through multiple channels, including websites, social and interactive media, documents and reports and provider emails. Our dedicated marketing staff collaborates closely with teams across Vizient to ensure that your contracts receive the attention they deserve.</p> <p>In addition to general promotion efforts, we also collaborate with select suppliers and specific initiatives to develop and execute targeted marketing campaigns.</p> <p>Our campaigns are created to work together with our field team. This helps providers understand the importance of the contract and gives them a specific Vizient contact person to assist them throughout the sales process.</p> <p>Visit the Supplier Dashboard or contact your Vizient representative to learn more.</p>

Novaplus®	<p>The Novaplus brand is synonymous with value and assurance. It encompasses products and services from every service line and is universally known and trusted among Vizient member providers: 100% recognize the brand and 95% utilize our private-label portfolio. Suppliers who partner with Vizient through Novaplus receive not only differentiated visibility and credibility, but also insights that help maximize results. Here's what awarded Novaplus suppliers can expect:</p> <ul style="list-style-type: none"> • Strong member support - Providers actively support the brand, allowing manufacturers to spend less on sales and marketing efforts; member standardization to Novaplus items results in increased provider commitment to Novaplus manufacturers • Sales team support - The Vizient sales team is aligned and incentivized to promote Novaplus contracts and products • Grow and protect market share - We work closely with Novaplus suppliers to support market share growth through opportunities for strategic targeting, comparative analysis reports and contract marketing initiatives • Dedicated program management team - Our program managers are available to help suppliers navigate Vizient, providers and other programs, and to help providers identify Novaplus conversion opportunities • Enhanced catalog visibility - Novaplus contracts and products are always visually and descriptively identified as such throughout Vizient Catalog, and they appear first in search results • Product cross-referencing - Our online cross-referencing tool makes it easy for providers to discover Novaplus products that match their queries • Implementation support - Our implementation actively works to convert new providers with a Novaplus first philosophy due to the brands' strong financial value <p>Visit the Supplier Dashboard or contact novaplus@vizientinc.com to learn more.</p>
Novaplus Enhanced Supply	<p>The Novaplus Enhanced Supply Program is a part of Novaplus, which is the industry's longest-running private label program. The program works by having suppliers provide additional inventory of essential medications and products, including personal protective equipment. This helps to mitigate supply disruptions and demand surges. By having additional inventory available, healthcare providers can ensure they have the necessary supplies to meet the needs of their patients.</p> <p>This innovative contracting model helps both suppliers and providers increase supply assurance. It does this through clearer data insights, diversified relationships and visibility into logistical and other considerations that affect production. By having a better understanding of these factors, suppliers and providers can work together to provide a more stable balance between supply and demand.</p> <p>Visit the Supplier Dashboard or contact novaplus@vizientinc.com to learn more.</p>
Pediatric Program	<p>The Pediatric Program is the only group purchasing organization-specific program focused on offering providers with a wide range of products and educational services for neonatal intensive care units (NICU), infants and pediatric patients. This program combines top-quality pediatric products and services to provide a comprehensive solution that supports the needs of pediatric caregivers and their young patients. We prioritize continuous evaluation and collaboration with suppliers to provide a positive clinical and financial value.</p> <p>Suppliers benefit from participating in the Pediatric Program through driving volume and price stability, boosting credibility, amplifying provider visibility and awareness and extending access to other program opportunities such as Group Buy, Novaplus and Impact Standardization.</p> <p>Visit the Supplier Dashboard or contact pediatrics@vizientinc.com to learn more.</p>
Pharmacy Aggregation Groups	<p>The Pharmacy Aggregation Groups aim to deliver exceptional value to suppliers and providers by forming strategic partnerships and leveraging their expertise in analytics, sourcing and clinical knowledge.</p> <p>Our dedicated team of resources is nationally recognized for their leadership in pharmacy performance improvement. We achieve this by optimizing custom sourcing strategies and providing unparalleled support in pharmacy resource management. The Pharmacy Aggregation Groups operate within a collaborative member-driven infrastructure, ensuring that their efforts align with the needs and goals of their providers.</p> <p>Contact pharmacyquestions@vizientinc.com to learn more.</p>
Provista®	<p>Provista, which is part of the Vizient family of companies, uses the combined purchasing power of its members to provide top-notch sourcing, analytics and collaboration services. They work with various industries like non-acute healthcare, small businesses and hospitality to deliver the best possible solutions.</p> <p>Provista's network of over 325,000+ members have access to the Vizient portfolio as outlined in the catalog, in addition to the custom contracts exclusive to Provista.</p> <p>Visit the Supplier Dashboard or contact provistamarketing@provista.com to learn more.</p>

Sg2® Consulting	<p>The Sg2 vision is to bridge the provider-supplier gap and co-create innovative healthcare solutions. We prioritize the voice of integrated delivery network customers and help suppliers stay relevant by understanding industry trends. Through project-specific strategy work and expert facilitation, we drive growth and inform strategic decisions.</p> <p>Our consulting engagements use clinical intelligence and analytics to identify market opportunities through disease-based forecasting. We customize strategies to support your goals, delivering measurable results and lasting value. Additionally, we offer customer segmentation using our integrated delivery network methodologies and develop effective segment-specific value propositions based on our understanding of health system needs.</p> <p>Visit the Supplier Dashboard or contact ask@Sg2.com to learn more.</p>
Sg2 EDGE Membership	<p>The Sg2 EDGE membership offers multiyear access to analytics and expertise, providing a comprehensive strategic and market planning solution. This membership empowers healthcare organizations to develop strategies that drive sustainable and equitable growth across the care continuum.</p> <p>The EDGE membership identifies and clarifies key challenges that organizations must address to succeed, while also quantifying opportunities for action. Members of Sg2 EDGE receive support from a team of experienced healthcare professionals, including clinical, strategic and analytic experts, who are committed to their success.</p> <p>Visit the Supplier Dashboard or contact ask@Sg2.com to learn more.</p>
Sg2 MarketPulse	<p>MarketPulse offers nationwide and hyperlocal insights to support data-driven decisions for manufacturers. With the largest inpatient dataset, we provide detailed facility and SKU-level medical device purchasing data. Our precise data enables you to craft winning sales and marketing strategies. Discover the truth in the medical device market with MarketPulse and unlock valuable insights for your business.</p> <p>Visit the Supplier Dashboard or contact ask@Sg2.com to learn more.</p>
Surgery Exchange	<p>Surgery Exchange offers the supplier a transformative model which delivers increased operational and financial performance in managing bill-only cases. Surgery Exchange helps suppliers by giving them up-to-date information about surgery schedules. This helps suppliers see what products are needed for each case and allows them to plan and prepare more accurately. By having this visibility, suppliers can optimize their product requirements and improve their profit margins.</p> <p>By increasing the operational efficiency at the hospital, Surgery Exchange can accelerate the delivery of an accurate, contract-compliant purchase order to the supplier which reduces time to revenue recognition, DSO and cash receipt.</p> <p>Contact your Vizient representative to learn more.</p>
Supplier Diversity and Community Contracting	<p>Vizient is an industry leader in supplier diversity. Our providers achieve long-term growth and business success for both suppliers and providers. Vizient supports providers' inclusion and use of diverse firms by collaborating with many stakeholders through the Supplier Diversity Program. We encourage our suppliers to augment our portfolio by proactively seeking strategic partnerships with diverse companies. As a result, our robust contract portfolio and program initiatives help drive community economic development.</p> <p>All suppliers are expected to participate by reporting Tier II diversity spend for providers which offers insight to understand and track the economic impact to local and regional communities through your contracts and meet compliance with government mandates.</p> <p>Visit the Supplier Dashboard or contact supplierdiversity@vizientinc.com to learn more.</p>
Vizient Commit Program	<p>The Vizient Commit Program offers a wide range of products at great prices. These products have been carefully reviewed to make sure they meet high-quality standards. The program also provides dedicated resources and advanced analytics to help providers get the most value out of their purchases. The program provides immediately accessible savings, transparent models and clinical value analysis conducted by a leading U.S. provider.</p> <p>Suppliers play a vital role in delivering exceptional value to providers through two segments: commodity and clinical preference. This relationship benefits suppliers by increasing their market share and improving spend transparency and provider accountability. The Vizient Commit Program makes things easier for both suppliers and providers by taking care of the negotiation and management of locally negotiated categories. This helps to improve efficiency and saves time for both parties involved.</p> <p>The program's high rate of commitment provides stable and predictable growth for organizations, with providers incentivized to maintain their contracts. By participating in Vizient Commit, suppliers can achieve long-term success and foster strong relationships with providers.</p> <p>Visit the Supplier Dashboard or contact your Vizient representative to learn more.</p>

Events

Connections Summit	<p>This annual event provides an opportunity for suppliers to network with a diverse group of attendees, including C-suite leaders, service line clinicians and supply chain decision-makers. These individuals are interested in partnering to explore new and innovative solutions.</p> <p>At the event, suppliers can benefit from Vizient sourcing data and expertise to drive growth for their organization. This includes accessing valuable resources and insights that can help suppliers develop strategic partnerships and identify opportunities for collaboration.</p> <p>We recommend that national account managers, leaders and sales team members within your organization, who are responsible for business development and relationship building, attend this event.</p> <p>Visit the Supplier Dashboard or contact supplierperformance@vizientinc.com to learn more.</p>
Supplier Forum	<p>Our strategic annual event furthers our mutual collaboration by leveraging experts, insights, data and technology to optimize care delivery. At this event, you'll have the chance to connect with Vizient senior leaders and industry experts who'll address solutions for pressing industry challenges. They'll also provide practical direction on how market trends can impact your future success and growth.</p> <p>This event is specifically designed for individuals in your organization who are responsible for various areas such as business development, corporate and national accounts, brand strategy, healthcare economics and Outcomes Research (HEOR) and market access. By tailoring the event to these specific roles, we ensure that the content and discussions are relevant and valuable to your professional goals and responsibilities.</p> <p>Visit the Supplier Dashboard or contact supplierperformance@vizientinc.com to learn more.</p>
Supplier Orientation	<p>Supplier Orientation is a biannual two-day virtual event hosted by Vizient. It provides a comprehensive overview of programs and solutions, delivered by subject-matter experts and leaders. Participants will be equipped with the tools and resources needed for effective contract management and promotion of nationally awarded contracts.</p> <p>This event is specifically designed for contract administrators and national account managers who are responsible for the day-to-day management of contracts. Supplier Orientation is open to all suppliers who have a national contract with Vizient.</p> <p>Visit the Supplier Dashboard or contact supplierperformance@vizientinc.com to learn more.</p>

To find more details, training resources, tools and announcements, visit the [Supplier Dashboard](#). If you have any further questions, contact supplierperformance@vizientinc.com.





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Vizient, Inc. provides solutions and services that improve the delivery of high-value care by aligning cost, quality and market performance for more than half of the nation's healthcare providers. Vizient provides expertise, analytics, advisory services, and a contract portfolio representing more than \$130 billion in annual member purchasing volume, to improve patient outcomes and lower costs. vizientinc.com

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