



## A physician-led, evidence-based, clinically integrated sourcing program

“Excelerate” your journey toward physician engagement, variation management and cost control

### Excelerate’s mission

To deliver significant and sustainable savings to health care organizations through a physician-engagement sourcing model.

➤ **70+ active members save 15%-20%**

on average, while upholding high levels of clinical care

### What are members saying?

*“The approach used to be price- and supplier-centered; now, it is focused on clinical attribution.”*

**Hospital COO**

*“Physician-specific data and case-specific data is very, very useful. We don’t have the horsepower. Not heavy-handed, yet effective.”*

**Health system CMO**

### Journey toward systemness

As health systems embark on the journey toward systemness, many organizations struggle to align physicians’ priorities and organizational capabilities with consistent data-driven methods that produce a predictable high quality of care at lower costs.

### An exceptional member experience

Excelerate helps health systems build a better future by encapsulating the success factors that propelled the evolution of the Cleveland Clinic, Vizient and OhioHealth.

### The solution

Our optimal blend of services includes: a high-performance portfolio, a physician-engagement model and clinical variation management guidelines. These three elements are calibrated for where your health system exists today and recalibrated as you progress through your journey over time.

Excelerate connects clinical peers in the Excelerate physician network, with service-line focus and quality-centered rallying points. Our consistent use of credible data facilitates transparent conversations that help build trust and strengthen relationships.

As physician-led governance permeates service-line development, variation reduction extends beyond product choice and into quality of outcome.

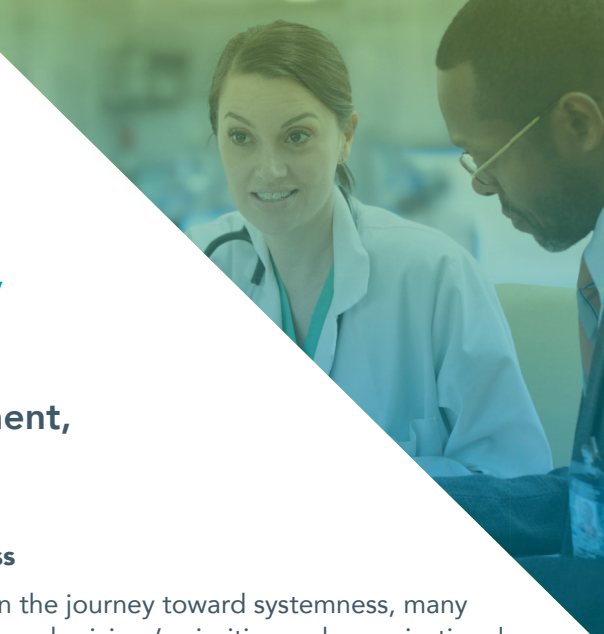
### The Excelerate program

#### Our shared contribution

Your commitment combined with our shared expertise

#### Our commitment to you

A repeatable process that delivers unmatched results



## Our shared contribution



### Collaborative partnership

Nobody knows your business better than you do. And we have seen more organizational examples of successful clinical decision-making than most. Your commitment combined with our shared expertise is the starting point.



### Repeatable process

Our professional implementation managers will engage with you to develop an infrastructure and governance process that allows physicians to play a larger leadership role in organizational change and decision-making.



### Quality-centered portfolio

Excelerate drives immediate value regardless of the stage of an organization's journey through a preexisting portfolio that includes:

- Heart and vascular
- Orthopedics and spine
- Surgical specialty
- Pharmacy
- Commodities

In addition, our suite of analytic tools helps evaluate performance and identify new opportunities to reduce costs and variation.

## Our commitment to you



### Elevated physician engagement

We join your team, collaborate with physicians and leaders, encourage physician-to-physician sharing and apply change-management practices. This physician-informed approach fosters ownership and staying power. In addition, other Excelerate physicians share experiences and ideas through the Medical Advisory Board and Medical Director forums. These forums create opportunities to share knowledge as well as solutions to common problems.



### Systemness across your organization

As success is demonstrated and leadership buys into the approach, information, methodologies and sourcing opportunities begin to manifest across your entire organization. We guide each member toward the development of a governance process that reflects their unique strengths and vision for systemness.



### Significant impact

Excelerate's approach to clinical supply chain management, driven by physician experts and cutting-edge data, informs health systems through their transformational process to achieve physician alignment and sustained value. Members typically realize a 15%-20% savings while upholding high levels of clinical care.



## About Excelerate

Excelerate, created in 2012, is built on the strength of three industry leaders: Cleveland Clinic, OhioHealth and Vizient. Together they developed a provider-led, physician-engaged sourcing model that uses evidence-based clinical outcomes to facilitate product decision-making.

## Contact us

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