

Provider led. Physician driven. Evidence based.

About us

It is our mission to **deliver significant & sustainable value** to health care organizations through a physician engaged, clinically aligned supply chain solution.

Created in 2012, Excelerate is built on the strength of three industry leaders: Cleveland Clinic, OhioHealth and Vizient. Together we developed a clinically integrated sourcing model that provides transparency, efficiencies, and cost savings to health systems when they need them most.

As a provider led organization, we understand the struggle of aligning physician's priorities and organizational capabilities, while searching for consistent data-driven methods to produce predictable high-quality care at lower costs. That led us on a journey to build systems, develop processes, and create alignment throughout our organization.

We focus on patients first. Our supply chain works directly with those providing care and using the products. Physicians help make decisions. And leadership promotes alignment across the organization. This leads to sourcing the right products and solutions - to provide the best care – in the most cost-effective way.

As Excelerate navigates the rapidly changing healthcare landscape, we continue to evolve to meet our member and supplier partners where they are and build the future together.

What our members experience

No two health systems are the same. That's why we customize our partnerships!

We start with the success factors that propelled the evolution of the Cleveland Clinic, Vizient and OhioHealth. Then provide a high touch support model that consistently engages your team at all levels. Our flexible approach allows us to adjust with you as we bring forward opportunities in some of the most difficult categories. We're committed to meeting you where you are and creating sustainable value along the way.

That's how we travel the journey of transformation with you!



What our members are 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

Clinically integrated sourcing & solutions

What we provide

We start with a service line approach. We provide a high performing, clinically led contract portfolio. This includes commodity, pharmacy, and one of the toughest service lines, physician preference items. Our cross functional team brings years of experience, proven processes, best practices, and actionable data insights. We use our organizational alignment and physician engagement model to drive commitment and compliance and manage clinical variation.

We found that when physician-led governance permeates service-line development, variation reduction extends beyond product choice and into quality of outcome. This drives efficiencies and cost savings.

In addition, we provide peer to peer engagement and networking opportunities, supplier partnership management, and will continue to expand value added capabilities and programs as the needs of our members evolve.

Our commitment to you

Elevated physician engagement



We join your team. We collaborate with physicians and leaders, encourage physician-to-physician sharing, and apply change-management practices. This physician-informed approach fosters ownership and staying power. Then, we invite other Excelerate physicians to share experiences and ideas. With this diverse knowledge base, possibilities are endless!

Systemness across your organization



We guide you-toward the development of a governance process that reflects your unique strengths and vision for systemness. With leadership buy in and demonstrated success, new processes and opportunities begin to manifest across your organization.

Significant impact



We provide results! Our approach informs health systems throughout the transformational process, assisting you in achieving physician alignment and sustained value.

Members typically realize **14%-20% savings** while delivering high levels of clinical care.

Our shared contribution

Collaborative partnership



You know your business best! As a fellow provider, we're committed to understanding where you're at and what you need. Then working together to help you achieve it. A combined commitment! That's our starting point.

Proven, repeatable process.



We know it works because we've done it! Our team is dedicating to partnering with you to develop processes that create clinical alignment across your health system. This allows physicians to engage in decision making, increasing buy in and accountability. The result? Organizational change that lasts!

Quality-centered portfolio

Excelerate focuses on clinical quality first. Our portfolio includes:

Heart and vascular
Orthopedics and spine
Surgical specialty
Pharmacy
Commodities



We also provide the data you need to evaluate performance and identify new opportunities to reduce costs and variation.

Connect with Us

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