

Engagement results

\$2.5M

Estimated 5-year savings from new distribution agreement

+700K savings in year one on distribution services

~3% savings on distribution services

\$116K Vizient revenue on savings contingency

MedSurg Distribution Advisory

“We would not have achieved the savings we did without Vizient being involved. Vizient’s process was excellent and helped us make the best decision for Baptist”

Client comment-



Discovery

During ongoing purchased services engagement, member expresses uncertainty around distribution and if this is a savings opportunity



Coordination

Account executive makes the first call to Med/Surg Distribution Advisory team to evaluate opportunity



Path Forward

Advisory team meets with Provider to recommend a path forward. Provider chooses to recruit Vizient to deliver on recommendations



Award Made

The advisory team took BHC through a distribution RFP, allowing BHC to get competitive bids and make an decision award



Contracting

BHC, Vizient, and the distributor now work together to contract appropriately for the member to achieve all business goals and a savings of \$2.5M over the life of the contract