



Vizient Pharmacy Aggregation Groups Group Profiles

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Independent Hospital Network (IHN)

IHN Pharmacy Network is a group of engaged members who collaborate on aggregation contracts and initiatives to drive value to their organizations. Many IHN pharmacy members are part of the IHN supply network, and this interdisciplinary partnership helps to further drive value and opportunity beyond the walls of the pharmacy. IHN pharmacy membership includes 21 health systems in Illinois, Indiana, Michigan, Missouri and Ohio and represent over \$471M in annual pharmacy spend. Since the inception in 2016, IHN Pharmacy aggregation members have saved over \$27.5M with the cumulative ROI in 2022 being 15:1.

Independent Hospital Network

Profile overview

- Inception date: January 2016
- Member count: 21 systems
- Most recent annual drug spend: \$471M
- Savings since inception: \$27.5M implemented

Member benefits

- Dramatically improve pharmaceutical pricing by aggregating volumes both within the pharmacy aggregation group and with other pharmacy aggregation groups
- Improve pharmaceutical spend through medication utilization and therapeutic standardization initiatives including the provision of materials needed for P&T presentations
- Minimize members' time commitment by utilizing dedicated resources for analytics, initiative identification and development including implementation assistance as needed
- Resolve current clinical and operational concerns through guided networking with peers and clinical experts
- Improve the delivery of pharmaceutical care through one-on-one consultative visits from the Pharmacy Aggregation Group Executive

Member benefits continued

- Single point of contact to access multiple
- members with contractual or clinical product information
- Ensures focus remains on sponsored projects which might otherwise be lost among competing hospital pharmacy priorities
- Proven ability to drive market share through pharmacy aggregation structure and to drive compliance through peer communication and executive suite engagement in pharmacy aggregation activities

Pharmacy Aggregation Group highlights

- Total savings for 2022 was \$10,687,121
- Influenza contracts for 2022-23 led to member savings of \$670K over the Vizient base contracts.
- Immune globulin/albumin contract savings exceeded \$3.5M.
- Optimized capturing of New Technology Add-on Payments claim omissions resulting in \$765K in revenue gain for our members

Contact information

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Independent Hospital Network

Members

Illinois

- Silver Cross Hospital

Indiana

- Columbus Regional Hospital
- Goshen Hospital
- Hendricks Regional Health
- Major Hospital
- Marion General Hospital
- Memorial Hospital and Health Care Center
- Reid Hospital and Health Care Services
- Schneck Medical Center
- Witham Health Services

Michigan

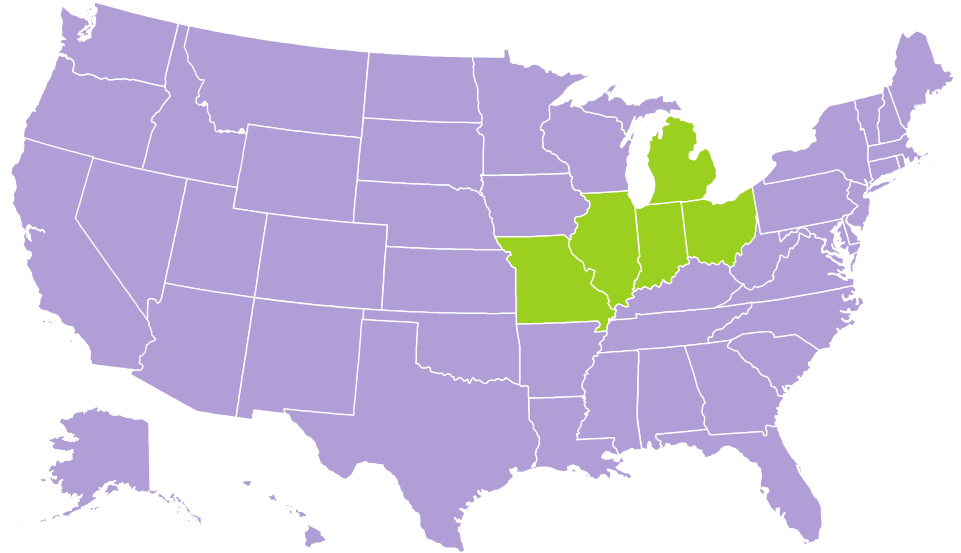
- Covenant HealthCare System
- Hurley Medical Center
- Holland Hospital

Missouri

- St. Luke's Hospital

Ohio

- Alliance Community Hospital
- Aultman Hospital
- Community Hospitals and Wellness Centers
- Fairfield Medical Center
- Genesis Healthcare System
- Lima Memorial Hospital
- Pomerene Hospital



Let's work together



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