

# Vizient Pharmacy Aggregation Groups program

Optimal financial performance through shared collaboration and partnership

As a pharmacy leader, you are faced with multiple competing priorities. You must effectively manage pharmacy costs while optimizing quality of care, use data with clinical evidence to drive decisions and implement utilization improvement strategies.

The Vizient Pharmacy Aggregation Groups program provides a collaborative forum for members to address and resolve issues, make more informed choices, and drive exceptional value to strengthen financial performance and improve patient outcomes.

## The Pharmacy Aggregation Groups program represents

# \$47B

annual pharmaceutical spend

# \$500M+

member value delivered in 2023

## Members achieve value by aggregating spend

Using the power of collaboration and evidence-based best practices, our pharmacy aggregation groups program drives value through an aggregated contracting strategy and a clinically oriented review process. Participating members make product decisions by developing evidence-based, shared strategies that logically and effectively address their challenges. Through shared consensus and a committed model, members streamline and optimize efficiencies, reduce costs, improve collaboration between pharmacists and clinical teams and avoid unnecessary waste. More than 422 health systems participate in the Pharmacy Aggregation Groups program.

## Advantages of aggregation

Participating in the Pharmacy Aggregation Groups program empowers your organization to:

- Achieve value through standardization and committed contracts
- Influence supplier relationships and benefit from additional supplier value
- Position your organization's future pharmacy practice in a positive direction

## Multi-groups aggregation strategy

The Pharmacy Aggregation Groups program has developed a multi-group strategy by aggregating two or more groups that use high volume and commitment for enhanced pricing. Historically, 50% of the savings members realize from the Pharmacy Aggregation Groups program result from multi-group contracts.

One example of a successful multi-group initiative is the diversification of the biosimilar portfolio to enhance profit margins with preferred agents. In 2023, conversions to new biosimilars yielded an estimated \$190M in additional member value, including increased revenue.

## The Pharmacy Aggregation Groups program represents

# 381

health systems

“The Vizient Pharmacy Aggregation Groups program continues to grow in its membership and the value provided to participating health systems. To support this growth, we’ve embarked on a significant automation journey developing tools and dashboards to support member and supplier engagement and value realization. These additional capabilities will allow for a continued focus on exceptional, differentiated value that is unparalleled in the industry.”

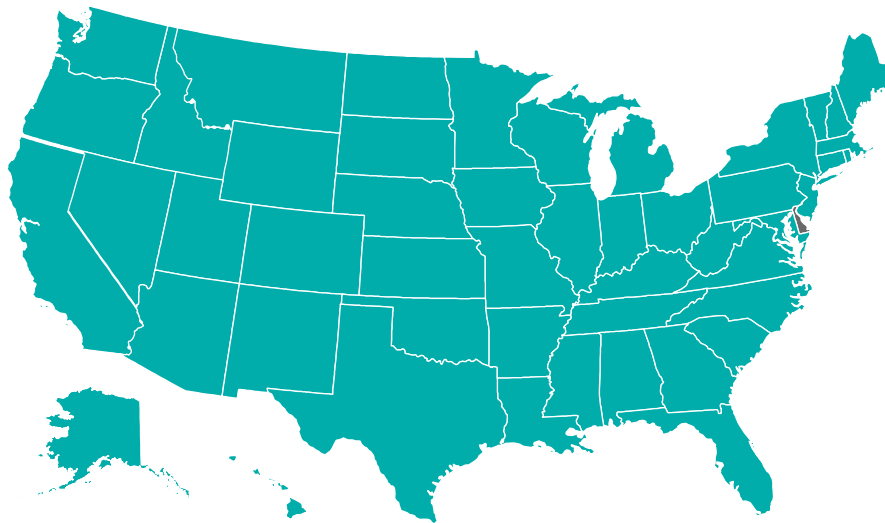
David Reardon, PharmD, BCPS  
AVP, Pharmacy Contract and Program Services  
Pharmacy Aggregation Group Sourcing

## Program benefits

Each pharmacy aggregation group operates independently, motivated by a unique set of member-driven priorities. Executive-level Vizient pharmacists who understand today’s challenges and issues support each group. Additional pharmacy aggregation group resources include a dedicated Vizient sourcing executive and an analyst.

With the Pharmacy Aggregation Groups program, pharmacy leaders are connected by a shared vision to address today’s pharmacy challenges and maximize their pharmacies’ performance. Other benefits include:

- Collaboration in a safe, trusted environment that drives improved performance
- Monthly peer-to-peer engagement and real-time communication with like-minded pharmacy leaders
- Robust data analytics, a summary dashboard and reports that help identify opportunities and enable decision-making
- Executive pharmacy and peer resources to help you stay at the forefront of key trends in the industry



The Vizient Pharmacy Network Program consists of over 20 groups across the U.S. spanning 49 out of 50 states.

As the nation’s largest member-driven health care performance improvement company, Vizient provides solutions and services that empower health care providers to deliver high-value care by aligning cost, quality and market performance. With analytics, advisory services and a robust sourcing portfolio, we help members improve patient outcomes and lower costs.



To learn more, please contact  
Ginger J. Ertel, PharmD, MBA at (972) 830-0672  
or [ginger.ertel@vizientinc.com](mailto:ginger.ertel@vizientinc.com).