

Vizient Catalog Services

Proactive, process-driven catalog maintenance

Solution overview

Vizient Catalog Services is a comprehensive catalog maintenance service designed to drive catalog accuracy and completeness for a member in an efficient and cost-effective manner.

Two levels of service

1. Members can elect a one-time set-up to load local contract terms, products and pricing and set distribution mark-ups.
2. For members who wish to take their catalog management to the next level, we provide a full-service offering with ongoing support, which gives members all the benefits of the one-time set-up and includes additional features like updating local contracts, updating distribution mark-ups, proactive management of aging tier requests and facilitation of communications between suppliers and distributors to improve price alignment.

The contract administration process is complicated

Contract management is a complex, resource-intensive and error-prone process. From a provider perspective, an incredible amount of communication is required between the group purchasing organization (GPO), manufacturers and distributors to ensure the contract data that is loaded into your enterprise resource planning (ERP) or materials management information system (MMIS) is accurate and up-to-date. At any given time, a health system may be actively maintaining 300-500 contracts with different expiration dates, variations in tier requirements, product adds/deletes and price changes, all of which require regular analysis to evaluate the effect of these changes. Adding to the complexity of the challenge is the variety of contracts that health systems must maintain to meet sourcing needs. These include local, custom, aggregation and national contracts.

When you factor in eroding margins that prevent health systems from dedicating full-time staff members to contract management, as well as the need for tighter cost controls, adding external resources to oversee the process may seem like the only choice.

What members are telling us



I want	I need	I don't
<p>A single source of truth for contracts and pricing</p> <p>Information across Vizient tools to be consistent</p> <p>Data in the Vizient Catalog to be complete, accurate and timely</p>	<p>Help managing local contract information in Vizient systems</p> <p>More timely confirmation from suppliers on tiers I've requested to activate</p> <p>Accurate and complete distribution mark-up information loaded and maintained so I know my "landed price"</p>	<p>Have the resources or time to effectively maintain the catalog</p> <p>Have time to follow up with suppliers and distributors to ensure pricing is approved and loaded</p>

Insight: Members recognize the role an accurate and complete catalog plays in the delivery of value to their organization but allocating resources and prioritizing the work to maintain the catalog is a roadblock to realized value.

A single point of truth for contract management

Loading all of your contracts into Vizient Catalog makes catalog management more efficient and allows you to have a single point of truth for all of your contracts. This cuts down on the offline analysis that results from hosting contract content in various locations.

Methods for managing the “source of truth”

There are three methods for managing your catalog content.

Good	Better	Best
Self-service	One-time set-up service	Full-service


Improving supply chain operations

Hosting all of your contract-related content in Vizient Catalog makes your other Vizient solutions more efficient. Ensuring your contract data is up-to-date and complete makes maintaining your item file easier, reduces price discrepancies and reduces false positives related to opportunity identification.

Member use cases

If the following scenarios sound familiar, consider how you might benefit from Vizient Catalog Services:

1. I want to load local contracts into Vizient Catalog but don't have the bandwidth or resources.
2. I need assistance setting distribution mark-ups and/or updating mark-ups in Vizient Catalog when distributor changes occur.
3. I want help chasing suppliers to more quickly confirm tier requests so Vizient Catalog reflects the correct price.
4. I want help ensuring the manufacturer communicated my tier changes to the distributor so all parties are in alignment.

 To learn more, contact your Vizient client executive or email supplychain@vizientinc.com.

Why this solution works



More than 12 years of experience managing the online catalog for 130 leading health systems



Dedicated team of specialists that understands how to get results



Proven process for catalog management

What do other member health systems say about Vizient Catalog Services?

“The Vizient Catalog is an extremely helpful tool that gives me visibility into Piedmont Healthcare’s Vizient and local contracts all in one place. Centralized access to our contracts allows me to provide accurate contract, product and pricing information to departments and colleagues across our healthcare system in less time.”

Amanda Pate Morgan
Contracts Coordinator
Piedmont Healthcare

“It is very helpful for us to be able to keep our local and GPO contract pricing in one catalog. It is not only convenient, it is also helpful from a time management perspective. We have all of our information at our finger tips. The contract service team is very responsive.”

Susan Schulze
Sourcing Analyst
Sisters of Charity of Leavenworth

As the nation's largest member-driven health care performance improvement company, Vizient provides network-powered insights in the critical areas of clinical, operational, and supply chain performance and empowers members to deliver exceptional, cost-effective care.