

Vizient Catalog Services

Optimize the effectiveness of your supply operations through complete, accurate contract data

Vizient Catalog Services enhances the efficiency and accuracy of contract management for health systems. Our expert analysts integrate local contract data into a common platform with national and other contracts, then actively manage multiple administrative processes to optimize supply chain savings.

A single source of truth for contract data

A typical health system may purchase from up to 500 supply contracts at any given time — each with unique term dates, tier requirement variations, product adds/deletes, pricing and other factors. Continual changes in this data mean regular re-evaluation is required to maintain maximum value. Even under the best circumstances, actively managing this volume of analysis can be challenging.

But many health systems use multiple platforms to manage local, national and other contract types – meaning data is decentralized.

Integrating all contracts into one catalog makes it easier to uncover savings and minimize coverage disruptions. And downstream analytics that rely on catalog data are more accurate.

Streamlining a complex process

Merging contract data from multiple sources into a single platform is a significant undertaking that requires substantial effort and resources. The same is true for the discrete, manual processes to administer these contracts over time. Often, eroding margins and other factors prevent health systems from dedicating full-time, expert staff to this work.

Through **Vizient Catalog Services**, our specialists not only bring together a health system's entire contract portfolio into one system but also maintain and manage local contracts on the organization's behalf.

By centralizing contract data, Vizient Catalog Services reduces the need for offline analysis, minimizes price discrepancies, and streamlines supply chain operations. Health systems benefit from easier item file management, quicker access to accurate contract, product, and pricing information, and a more efficient process for identifying and addressing opportunities.

How can having complete, accurate catalog data benefit your health system?

With Vizient Catalog Services, assurance, efficiency and value improve in many ways.

- Identify instances where **price index** is high and explore alternative opportunities.
- Having all contracts in one system enables complete, accurate data to flow seamlessly into **other spend management solutions**.
- Integrating local contract data into discrepancy management processes significantly **improves hit rate**, reducing AP blockages.
- Contracts negotiated during earlier market dynamics can be reviewed against **current conditions**.
- Local contracts gain the same industry **attributes** as Vizient agreement
- See where you might not be **fully realizing the value** of your local contracts.

"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."

- Vizient Custom Catalog Services user

Flexible functionality

Through **Vizient Catalog Services**, health systems are supported by a dedicated analyst who loads and maintains local contracts in Vizient Catalog. The analyst also adds and manages distributor markup and other cost adjustments as appropriate – a step that can be cumbersome to administer for numerous local contracts. Facilities within a health system can be grouped based on which ones use which contracts. Contract data is submitted as Excel data using a simple Vizient template.

The **Vizient Custom Catalog Services** option includes the same features as Vizient Catalog Services and adds further customization and services, including:

- Contract data can be submitted in the health system's preferred data format, including existing ADS
- Additional data fields can be custom-defined to capture relevant data points
- Vizient works with suppliers to resolve aging price tier requests

Capability	Attained through	Vizient Catalog Services	Vizient Custom Catalog Services
Managing local contracts inside Vizient Catalog	Dedicated catalog analyst	✓	✓
	Setup of contract header, loading of products and prices	✓	✓
	Loading of contract-related documents	✓	✓
Data submission	Requires standard data submission template	✓	
	Flexible data submission format		✓
Customized portfolio views	Customized facility groupings	✓	✓
	Adding user-defined fields for any contract type.		✓
Contract adjustment	Loading and maintaining distribution/logistics cost adjustments as appropriate	✓	✓
Manage aging tier requests	Supplier response-time management		✓

Your Vizient client executive can share next steps for Vizient Catalog Services to help your organization improve:

- Operational efficiency and technology-driven optimization
- Cost management and savings
- Contract and compliance oversight
- Resource and hospital performance

"We have all of our information at our fingertips. The contract service team is very responsive."

- Vizient Custom Catalog Services user



To learn more, please contact your Vizient spend executive

Vizient, Inc. provides solutions and services that improve the delivery of high-value care by aligning cost, quality and market performance for more than half of the nation's healthcare providers. Vizient provides expertise, analytics, advisory services, and a contract portfolio representing more than \$130 billion in annual member purchasing volume, to improve patient outcomes and lower costs.

VIZIENT CATALOG SERVICES

Frequently asked questions

What is the difference between the two service levels?

Vizient Catalog Services offers robust functionality including local contract loading (headers, price and product data, associated documents and distributor cost adjustments as applicable) and ongoing data maintenance services by a dedicated Vizient analyst. As the name suggests, the Vizient *Custom* Catalog Services level adds many ways to tailor the solution to your needs — including the option to submit catalog data in your preferred format, management of aging supplier tier requests, and user-defined fields for any contract type. And the fee for Vizient Catalog Services is fixed, while the Vizient *Custom* Catalog Services level is based on organization-specific factors.

Does this service conflict with the confidentiality terms of my local agreements?

For both levels of Vizient Catalog Services, contract data remains confidential for the health system's use. It is not shared with the Vizient sourcing team. Health systems control access and have exclusive use to this data.

How much does Vizient Catalog Services cost?

Two price models mean each health system can choose the option that suits their needs and budget. Vizient Catalog Services offers standard functionality and has a fixed fee. The Vizient *Custom* Catalog Services level offers greater flexibility and functionality, and pricing is based on a formula. Your spend executive can help you compare the financial considerations for each option.

Can Vizient help me get supplier responses to my tier change requests?

This service is included with the Vizient *Custom* Catalog Services level.

Can I submit data using my organization's format?

Vizient Catalog Services requires data to be submitted using a Vizient Excel-based template. Organizations that choose the Vizient *Custom* Catalog Services level may submit data in their preferred data format.

Does Vizient manage only my local contracts through this service, or ALL my active contracts?

Vizient primarily manages local contracts. However, at the custom level which includes managing facility-defined fields and inquiring about aged tier requests, these services apply for all agreements.

Is a commitment form or contract required?

Subscribers must complete a statement of work (SOW) or have the service included in their Vizient Master Service Agreement (MSA).

How long does it take to implement?

Implementation times vary based on how quickly the data is received, the number of contracts and the format of the data.

What are examples of facility-defined fields?

Some organizations cross-walk Vizient contract data with customizable fields such as rebate info, contract category, contact information, contract owner, supplier rep, auto-renewal or other terms and conditions.



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