

2023 Vizient Pharmacy Aggregation Groups program Annual report

Purpose

The Vizient Pharmacy Aggregation Groups program is an alliance of health systems that work collaboratively, supported by Vizient, to drive value and unify Vizient pharmacy member hospitals. The program's main function is to provide exceptional, differentiated value to our pharmacy partners by leveraging analytics, sourcing and clinical expertise to deliver cost reductions, increase revenue, improve outcomes and strengthen market performance. Aggregation Groups work together with health systems to generate mutually beneficial contract value and address standardization and utilization to lower drug costs while providing outstanding high-quality patient care.

2023 by the numbers

22

Total Pharmacy Aggregation Groups

381

Health systems
(67 new)

\$506M

Value delivered

\$47B

Pharmacy spend

Value delivered - 2023

- Realized over **\$10M** in Pharmacy Aggregation Group member value through the Closed System Transfer Device (CSTD initiative), a collaborative effort with subject matter experts from our pharmacy aggregation group members including device trialing
- Collaborated with members to diversify the biosimilar portfolio and adopt payer-responsive models to enhance profit margins with preferred agents. Modest conversions to new biosimilars yield an estimated **\$190M** in additional member value, including increased revenue
- Negotiated enhanced contracts for COVID vaccine for significant value, based on member priorities
- Partners Cooperative, Inc. joined the Pharmacy Aggregation Groups, currently with **23** members representing **\$2.6B** in spend and achieved **\$41M** in implementable value in their first year
- Leveraged advanced automation to create a Realized Value Tracking dashboard, Project Idea Submission portal, and Decision Point portal to further streamline your Vizient Aggregation Groups program experience

Looking ahead - 2024

For 2024, we're thrilled to share upcoming improvements and tools for our Pharmacy Aggregation Groups program automation portal. These enhancements aim to streamline processes and the integration experience.

In 2024, our focus areas include expanding contracting into non-acute spaces, exploring pharmacy platforms and healthcare purchase services and identifying potential new revenue streams. Our commitment to supporting our members remains steadfast, and we look forward to the continued growth and success of our partnerships.



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

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. www.vizientinc.com.