

# Integrated clinical preference solution

An accelerated approach to managing and improving clinical supply chain performance

The Vizient® integrated clinical preference solution combines category expertise, data insights and technology to improve supply chain performance for long-term stability.

## Expertise

Category experts support your efforts and deliver both clinical and market intelligence for informed, accelerated initiatives.

## Data insights

Reliable, credible, actionable data serves as the foundation for driving and sustaining change.

## Technology

Our industry-leading platform expedites the contracting process, facilitates contract compliance and provides automated, crowdsourced cross-referencing.

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# 60%

Reduction in contract cycle time delivers speed to value

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# 14%

Average category savings provides sustainable results

## Overview

Improving clinical alignment while reducing costs for clinical preference items requires collaborative discussions between supply chain leaders, clinicians and strategic supply partners. To enable those discussions, you need accurate data, a clear understanding of the issues, and guidance to help you strengthen connections among stakeholders.

By combining the category expertise and analytical insights that foster more productive conversations, the new Vizient integrated clinical preference solution helps providers across the country improve processes and align stakeholders, both inside and outside the organization.

Our solution gives you the information and support you and your team need to promote a more agile, cohesive and sustainable approach that goes beyond acquisition cost reduction and focuses on true value.

## Empowered by information

Health care organizations have to manage multiple priorities and myriad initiatives simultaneously — and on top of that, they must cope with today's unprecedented external pressures and challenges. With all of these demands for their attention, it can be difficult for supply chain leaders to stay current on market trends and ensure that performance improvements are sustained.

Vizient category experts have both broad clinical experience and access to the industry-leading data and analytics that can help your team be more effective, strategic and influential. This combination of attributes enables our experts to guide you in confidently advancing your business. And their wealth of knowledge and experience is now available to you through our new approach to clinical preference management. Our integrated solution offers:

- Experts with experience driving clinical alignment, including engaging physicians
- Sustainable strategies to support immediate and long-term organization goals
- Workplans and execution guidance to help you achieve specific value, including category management
- Support for establishing a governance structure that can facilitate change

## Expanded capabilities for a more efficient process

In addition to our industry experts, your team will have access to an advanced contracting platform, **aptitude**<sup>®</sup>, that combines technology to streamline processes with analytics to improve visibility — making it easier for you to improve utilization and manage spend.

The platform delivers utilization and performance metrics as well as spend monitoring that provide the insights you need to proactively manage your business. Our industry-leading market data and analytics can also help you align your value analysis and purchasing teams to achieve shared goals and objectives.

The platform serves as a foundational source of truth to enable you to:

- Identify and execute contract strategies
- Automate aspects of your supply chain process
- Accelerate contract cycle time
- Scale and customize value at the local level

## Unique value through an integrated approach

Vizient has more than 550 consultants with broad clinical and financial experience to help you and your team optimize performance. We can also advise on additional Vizient solutions, such as Procedural Analytics and the Clinical Data Base, that can bolster your capabilities even further, resulting in a more clinically integrated supply chain that incorporates:

- Enhanced category management
- Value analysis engagement
- Speed to value
- Sustainable results

In order to move beyond price to total value, health care organizations must have more strategic partnerships with their suppliers. We can help you develop holistic purchasing programs designed to meet the needs of your organization while ensuring that controls are in place to enable long-term sustainability.

## A solution that can help you expand your influence and build greater alignment

Build and strengthen connections that improve clinical alignment while pursuing cost reduction initiatives by sharing and applying actionable insights from our industry-leading platform. Armed with high-quality data and analytics and guided by our experienced subject matter experts, you can foster collaborative discussions that align your stakeholders and ensure long-term stability for your organization.



To learn more, contact  
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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.