Vizient Member Networks
opportunities in 2023

Vizient® is the nation’s leading healthcare performance improvement company, strengthening our members’ delivery of high-value care by aligning it with cost, quality and market performance.

Vizient members that engage with Member Networks and data and analytics outperform those who don’t — success is demonstrated in U.S. News & World Report, CMS Five-Star Quality Rating System and the Vizient Quality & Accountability Scorecard. Members that engage in Performance Improvement Collaboratives drive improved performance and sustainable results, as well as material financial impact.

Vizient Member Networks designs our offering around your direct needs, using the member voice through surveys, advisory committees and discussions.

The Member Networks experience includes connections for members to improve together and faster across four major components in our offering:

- Networks: CEO Executives, C-Suite, senior leadership, service line and discipline
- Integrated Performance Solution
- Performance Improvement (PI) Collaboratives
- Leadership Series and Learning Academy

The following pages are a preview of topics, projects and dates to help you plan and choose where and how to engage. A more detailed offering guide and enrollment information will be shared by your network and performance improvement leaders in the coming months.

2022 member impact from Vizient Member Networks performance improvement programs

- **178 lives saved** and **76K fewer patient days** from our sepsis projects
- **44K immunoglobulin grams avoided**
- **73K additional ambulatory visits** from Successful Outpatient Procedure Shift Collaborative
- **$260M aggregate 2022 forecasted member value**

Enabling high performance through three focus areas

- **Growth strategy**
  - System of care strategy
  - Payor strategy
  - Consumer strategy
- **Care delivery excellence**
  - Reliable care delivery system
  - Engaged, resilient workforce
  - Patient care excellence
- **Expense management**
  - Spend management
  - Pharmacy management
  - Resource stewardship

Vizient critical success factors

Trusted data
Powerful connections
Process engineering
Sustaining systems

Vizient Member Networks 2023 Offering Preview
Networks

**CEO executive networks**

Networks designed for the president and/or chief executive officer (CEO) that are member driven, creating a place for CEOs to establish trusted peer relationships for open dialogue and to gain actionable learnings for improvement. All offer input on the operation of their respective networks and serve as sounding boards for Vizient Member Networks and the company overall. Meetings, virtual and in-person, are designed to promote peer-to-peer connections, best practice sharing, collaboration and opportunities for knowledge exchange.

- AMC CEOs
- Community-based Independent Health Systems
- Large IDN CEOs
- Atlantic
- Central
- Mid-America
- New England
- Oklahoma/Arkansas
- Southern States
- Upper Midwest
- West Coast

**C-Suite and senior leadership networks**

Our networks represent executives who influence and shape the future of their organizations and the industry. Member representatives inform the design of the network through a member advisory committee. The network experience includes four+ meetings and webinars for leaders to connect with peers and subject matter experts to improve performance through Vizient’s data-driven thought leadership, leading practice sharing, problem solving and member roundtables.

- Chief Financial Officers
- Chief Operating Officers
- Chief Strategy Officers
- Chief Medical Executives
- Chief Nurse Executives
- Chief Quality Executives
- Ambulatory Care
- Diversity and Inclusion
- Global Executive Services
- Health Equity
- Human Resources Officers
- Marketing Officers
- Payer Strategies
- Pharmacy
- Supply Chain
- System Advanced Practice Executives

**Service line strategic networks**

New service line networks are centered on providing a 360° view across cost, quality and market performance of a service line’s current state and market opportunities for members in all three products: [Vizient Member Networks](#), [Vizient Clinical Data Base](#) and Sg2® [Market Edge](#). Clinical and operational executives collaborate with peers and experts to examine and improve on key challenges and opportunities.

- Cancer
- Cardiovascular
- Neuroscience (new in 2023)

**Discipline networks**

Our discipline networks provide a forum to strengthen the competitive advantage of the membership and promote collaboration and network opportunities. The networks deliver virtual programming through a meeting or webinars. Peers collaborate on topics of interest through the Vizient Community.

- Imaging
- Laboratory
- Legal and Compliance
- Perioperative
- Physician Practice Leaders
- Respiratory Care
- Risk Management

**Members can engage with peers in the Vizient Community**

One of several opportunities to connect peers is our secure, dedicated virtual community available via desktop, mobile or tablet. Leaders engage in group conversations, access knowledge resources and register for events. The [Vizient Community mobile app](#) connects members to collaborate, learn and improve together – on the go. Scan the QR code to download the mobile app today!
Integrated Performance Solution

Integrated Performance Solution brings together expert data and analytic insights from Vizient and Sg2 to elevate cost, quality and market performance. Members improve momentum progressing from strategy innovation and implementation to capturing real value in a matter of months.

- Learn the latest at our expert-led Thought Leadership webinar, designed especially for Vizient member C-Suite, strategy and operational leaders.
- During our six-week Strategy Accelerator, plan or update the identified topic strategy with other strategy and operational leaders.
- During the six-month PI Collaborative, work with others to implement leading practices focused on topics to improve quality, efficiency and patient satisfaction.
- Adopt or invest in groundbreaking provider-backed solutions that advance shifts on our 2023 topics. Member-Backed Ventures can help grow your core and non-operating revenue goals.

**Proposed IPS topics**

<table>
<thead>
<tr>
<th>Topic scope</th>
<th>Strategic question</th>
<th>Topic</th>
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<tbody>
<tr>
<td>Care at home</td>
<td>Implement strategies for primary care at home, continuing care at home and hospital at home to advance growth, value and patient experience</td>
<td>How should investments be prioritized in the care at home space?</td>
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<tr>
<td>Optimal service mix</td>
<td>Evaluate the optimal service mix and align organizational goals and optimize growth for inpatient services</td>
<td>What services should shift to alternative sites? What is the impact to downstream volume, capacity and financial impact of this shift?</td>
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<tr>
<td>Post-acute care</td>
<td>Impact of rising patient acuity, changing payment landscape and ongoing capacity constraints on post-acute demand</td>
<td>What is the optimal post-acute mix to effectively support an organization’s growth strategy?</td>
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<td>Virtual/digital health delivery</td>
<td>Assess the evolving virtual/digital landscape to increase patient access and implement strategies</td>
<td>What are the digital health opportunities that align with organizational strategic goals?</td>
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<td>Workforce</td>
<td>Evaluate alternative staffing models, workflow optimization and technology solutions to strengthen the workforce</td>
<td>What is the best approach to redesign care delivery?</td>
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“*The Health Equity Strategy Accelerator provided us with the framework to assist in the development of our health equity strategic plan. We were able to learn from others in the group and gain insights into the communities we serve, both of which support our plan. After finishing the Accelerator program, we have the tools we need to build a successful program.*”

**Karen McIntosh**
Vice President, Innovation and Transitions
Washington Regional Medical System
PI Collaboratives

PI Collaboratives provide evidence-based research and collaboration to address challenges across the healthcare continuum, resulting in organizations’ improved performance. Benchmarking studies assess an organization’s current state and identify opportunities for improvement. The projects include expert facilitation, coaching, project calls, resource library, knowledge transfer sessions and a virtual community group.

We encourage leaders to review the offering and enroll in multiple projects that align with their organizational plan. Participants share that the value of collaboration is hearing the myriad of ideas from their peers across the country — it is not just one silver bullet.

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<th>Focus areas</th>
<th>2022</th>
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<td><strong>Growth strategy</strong></td>
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<td>Care at home</td>
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<td><strong>Care delivery excellence</strong></td>
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<td>Reducing LOS to improve capacity</td>
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<td>Sepsis</td>
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<td>Workforce</td>
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<td>High reliability culture of safety</td>
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<td>Pediatrics Benchmarking Study</td>
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<td><strong>Expense management</strong></td>
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<td>Strategic supplier relationships</td>
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<td>Home infusion Benchmarking Study</td>
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<td>Revenue management</td>
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Leadership Series

The Leadership Series features one-hour sessions designed for professional advancement and to learn the most significant practices on identified 2023 topics centered on advancing care delivery excellence, expense management and regulatory compliance. These sessions connect participants with leading subject matter experts across the country. Continuing education credits are available, and sessions can be accessed on demand.

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Learning Academy

The Learning Academy empowers excellence by delivering healthcare learning experiences to advance individual and organizational performance. Our expert led fee-based programs for emerging leaders, executives and boards allow members to:

- Connect and learn with peers across the country
- Access Vizient subject matter experts
- Build skill and capability in contemporary and emerging topics
- Obtain continuing education credits
- Earn digital recognition/share on social media

Vizient podcast channels

Vizient’s podcast channels bring healthcare experts to you in this accessible, convenient format. If you work in healthcare, you’ll want to hear what subject matter experts and members have to say on the issues you face every day.

Vizient podcasts

Care to Lead
Care to Lead highlights the leadership journey of well-known nursing executives. Every path is unique, and their candid stories will surprise you. What you hear may be the very thing that launches your own career.

Crosswinds
Healthcare CEOs from across the Vizient membership share the stories of their careers, challenges and successes in this monthly podcast. A conversation on this podcast is always remarkable and never exactly what you’d expect.

Knowledge on the Go
Our Knowledge on the Go podcast brings those defining lessons learned from our PI collaboratives to its listeners on topics from workplace violence to sepsis to high reliability.

Modern Practice
The curbside consult goes virtual in this weekly podcast series with experts from across the country. Medical experts share their ideas and approaches to improving healthcare for both patients and providers.

Sg2 Perspectives
Each week Sg2 Perspectives brings together experts and industry thought leaders to discuss topics keeping health system leadership teams up at night.

VentureSprout
Hear about healthcare’s latest endeavors and pioneering ideas on VentureSprout, a podcast featuring spin-ups and NewCos whose innovative ideas are transforming healthcare.

VerifiedRx
VerifiedRx is your prescription for success! Experts from across the industry take on your frontline challenges and verify best practices for solving them.

Vizient podcasts are also available on these platforms:

Learn more at the Learning Academy webpage
vizientinc.com/learning-academy

Access all Vizient podcasts
visit vizientinc.com/podcasts
Action steps for Vizient Member Networks members:

- Use this guide to plan your 2023 engagement, aligning with your organization’s strategic priorities
- Share this guide with colleagues and encourage them to engage
- Access your virtual Vizient Community group to connect with your peers and register for meetings and events
- Review curated Member Networks opportunities in your CEO Update or eConnect news on a regular basis
- We want to hear from you, so reach out to your member engagement team: Member Networks Performance Lead, Member Performance Principal, Operations and Quality Performance Lead or Client Executive

To learn more about Vizient Member Networks, please contact membernetworks@vizientinc.com.

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.