

Vizient Savings Actualyzer — Pharmacy

Level prices, increase cash flow and manage pricing systemwide

Pharmacy accounts for a large amount of a hospital's supply spend. Drug spending on specialty medications accounted for 52% of drug spend in 2020.¹ Drug costs are a significant and growing expense that health systems must manage efficiently.

The Vizient Savings Actualyzer for Pharmacy platform provides expanded visibility and unprecedented insight into pharmacy cost reduction. You can level prices, increase cash flow and manage pricing across your entire system, all from one easily accessible location.

“Because Vizient is the largest group purchasing organization in the country, we’re comparing ourselves against some of the largest, and in many cases, the most prestigious systems out there. It gives us a great pulse check on pharmaceutical pricing and where we stack up against our peers.”

Nick Link

Systems director of contracting and materials management information systemsProMedica

Maximize time, optimize pharmacy spend

The Vizient Savings Actualyzer for Pharmacy addresses the burning questions that today's hospital and health system pharmacies have around pharmacy spend:

- How are drug shortages impacting me?
- What will my pharmacy costs be in the future?
- How do I compare to my peers?
- Am I maximizing the benefits of Vizient Pharmacy Program (group purchasing organization) contracts?
- How much of my spend is off contract? How much is 340B?
- How can I quickly identify opportunities from market and pricing data?

Our platform acts as an integrated opportunity engine for pharmacy cost reduction, with an expanded view that covers both the Vizient contract portfolio and market-based pricing.

Vizient Savings Actualyzer for Pharmacy provides access to the industry's leading portfolio across more than 12,000 products and services. This provides you with the best insights into pricing and market pricing at the category, item, supplier and market share levels.

Our pharmacy analytics platform enables you to maximize and track opportunities through member-specific analytics and reports. The module contains all of your actionable data, allowing you to make informed decisions quickly. You can also:

- Customize categories based on how you want to see the information
- Act quickly on prioritized opportunities that deliver maximum impact with less effort
- Measure realized results to ensure that you are achieving projected savings

>\$100k

Credit amount a cancer center was able to get in one quarter

Vizient Savings Actualyzer for Pharmacy was instrumental in revealing inconsistent pricing for one cancer center. Because of collaboration between the Vizient product advisor, pharmacy executive, and the contract services team, the cancer center was able to get a credit of more than \$100k in one quarter from a major manufacturer.

¹Paige Minemyer. CVS: Specialty drugs accounted for 52% of pharmacy spend in 2020. Fierce Healthcare. <https://www.fiercehealthcare.com/payer/cvs-specialty-drugs-accounted-for-52-pharmacy-spend-2020>. Published May 5, 2021. Accessed June 1, 2021.

Expansive portfolio, data-driven insights

- Access a user-friendly interface and automated opportunity identification
- Increase efficiency through real-time purchasing oversight of your organization overall as well as by facility
- Leverage 24 months of data at invoice level detail for benchmarking, dashboards and custom analytics and visualization
- Maximize and track opportunities across all spend types (WAC, GPO and 340B) for your acute and non-acute facilities
- Deliver valuable insights to disciplines across your organization

\$87B

Vizient has access to extensive, reliable data from daily data feeds providing visibility into \$87B in pharmacy spend

Explore your savings opportunities from every angle

The pharmacy module of Vizient Savings Actualyzer exists to provide greater spend visibility, serving as your primary source for high-quality analytics and insights.

Price benchmarking	Offers a better understanding of industry pricing levels while providing a realistic view of pricing by drug, therapeutic class, manufacturer, pharmacy and class of trade.
Price leveling	Visibility into the annual dollar value of savings your pharmacy could achieve by paying the lowest-level price for that class of trade systemwide.
Peer compare	Provides a summary of your annual pharmacy spend and a price performance comparison to other organizations.
Product adviser	Provides access to an adviser who helps interpret results and develop a plan to quickly implement opportunities, monitor trends, and provide ad hoc custom analysis and insight into market best practices.
Spend overview	Provides a spend review rolled up to manufacturer, category, contract or facility and includes drill-down ability to view National Drug Code summary and transaction detail.
Price quantity mix	Monitors pharmacy spend changes over customizable time periods by price, quantity, and/or changes in purchase behavior.
Market share	Identifies the number of manufacturers used within a certain drug category, providing overall category spend; allows drill-down into item-level detail
Advanced spend analysis	Allows for powerful custom dashboards to be built through an easy-to-use drag-and-drop feature, with one-click access to detailed data

All of this is wrapped within a newly streamlined user interface, allowing you to view your data in an intuitive, easy-to-use interface with presentation-ready graphics.

Rely on the expertise of your product adviser

Your dedicated product adviser works closely with your pharmacy team to maximize the benefits of the Vizient Savings Actualyzer — Pharmacy module. Your adviser will help you uncover the path from opportunities to implemented savings, including developing a plan of action and sharing knowledge of leading practices. This allows you to spend less time while saving more.



For more information, contact PharmacyQuestions@vizientinc.com or visit 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.