

# Acute Strategic Partner Newsletter

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**August 2016**

## **Hello Vizient Acute Strategic Partners!**

You are receiving this newsletter because you are now a Vizient Acute Strategic Partner that has moved from the MedAssets acute affiliate program or Provista acute channel partner program. I am happy to be working with you! The intent of this newsletter is to keep you updated on what is moving and growing within Vizient and the market. Please feel free to contact me with any questions.

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## **State of the Union**

It's been less than five months since we announced completion of our acquisition of MedAssets' Spend and Clinical Resource Management (SCM) and Sg2 segments, and although full integration will take some time, we are pleased to share that we've made great strides in a short period. I want to provide high-level integration updates here.

**Sourcing Update:** Vizient is in the process of integrating legacy Novation and legacy MedAssets' SCM supplier contracts into a single Vizient contract portfolio. Given the large volume of supplier contracts between our two organizations (more than 3,700), the integration will not happen immediately but teams are working as quickly as possible. Timing will be based on a number of factors and may vary between product categories. We anticipate integration of the majority of the contracts to take 12-18 months. To date, we have conducted initial analysis on a subset of the contract portfolio and we have line of sight to \$1 billion in incremental value; we expect that over time that number will increase. Our first priority is making sure that we maintain continuity for members. As a result, you may see some contracts continue to exist in parallel to ensure members have no loss of coverage.

**Analytics Update:** We are actively looking at the best approach to combine Vizient and MedAssets programs and technologies. The first step, which will be largely unnoticeable to members, is to integrate the backend data assets of the two companies to Vizient's systems. This integration is necessary for us to make the broader transition of technologies. In 2017, we will shift legacy MedAssets customers over to the Vizient spend analytic platforms (new versions of which are launching this quarter) which will reflect the best features and functionality from both legacy systems. The plan for the contract catalog and pharmacy analytics will follow a similar timeline, but details are still in development. The takeaway is that we are carefully examining the offerings of both legacy companies to ensure we are using the best of breed in technology to drive the greatest value to members.

**General Offering Update:** Vizient is offering aptitude and supply price benchmarking to legacy MedAssets members immediately, and we are working to integrate the necessary processes and technology to ensure a smooth member experience. For legacy VHA and University HealthSystem Consortium members, we are immediately offering Sg2 solutions and we are working to integrate the necessary processes and technology

to ensure a smooth member experience. In addition, we also have workforce management solutions and various clinical, operational and supply consulting services immediately available for all members. We are in the process of determining which additional legacy offerings are best for current and prospective members. Where there is obvious overlap, our goal is to provide the offering that provides the best overall member value. Where there is a unique offering, we will work to integrate that into an offering portfolio that can augment other services Vizient provides.

For more information about any of these offerings, please reach out to your client manager directly. So far, uniting our companies' strengths is resulting in setting the industry bar for excellence in purchasing power, insights and connections that ultimately will accelerate performance for you, the members we serve. We have a tremendous opportunity in front of us to drive transformative change in health care. We are committed to delivering relevant, innovative solutions and offerings that help you fulfill your missions to provide cost-effective high quality care to your patients and communities. I am so excited to be on this journey with each of you. Please don't hesitate to reach out to us directly with questions.

### **Important Topics:**

- **CUSTOMER PAs:** Vizient Customer Participation Agreements – if you are a legacy MedAssets acute care strategic partner, please be sure to submit your customer PAs by **September 1, 2016**.
- **BRAND UPDATE:** Please be sure to work with your IT and marketing staff to update your organization's website, marketing collateral and email tags. Please utilize the Vizient logos that are attached, as well as, any verbiage from the [Vizient website](#). Please submit any changes to [Heather Viviano](#) for final approval.
- **SHAREPOINT SITE:** Everyone will be provided with access to the new [Strategic Partner Sharepoint site](#)! This site will launch on September 1, 2016 and will contain various marketing collateral, sales and client management training materials, logos and helpful links. This will be your one-stop-shop for any Vizient materials you are not able to pull now from our internal sites. Look for additional information coming soon!
- **ICE IS COMING!** Phase 2 of the Salesforce to ICE integration will take place in September. At that time, every strategic partner will have access to ICE. This will provide you with access to all sales training materials, your customer data and various customer reports.
- **TOOLS AND RESOURCES:** If you believe you are still missing access to certain tools and resources, please reach out to me, or your client executive, and we will work to get you what you need. Please note: If it is a legacy MedAssets tool, you will need to contact the MedAssets help desk at 888.303.4722. If it is a legacy Provista tool, you will need to contact the Vizient help desk at 800.842.4929.
- **NEW OFFERING!** Hospital Engagement Network (HEN) group wants your participation. HEN is a CMS performance improvement initiative managed by Vizient that offers FREE consulting, free webinars, and free access to patient safety SMEs that Vizient offers through a contract with CMS. The hospital does not need to be a Vizient member to participate. Any size hospital can participate. The hospital will need to share data to our Vizient HEN team, and then that data is scrubbed of their name and sent anonymously to CMS. CMS will view all the data that Vizient collects together and measure Vizient's performance as a performance improvement organization.

In order to sign a hospital up for this free consulting offering, one would need to share this information with the hospital's quality department or nursing department. This may be a potential value add for your teams to share with customers. I'm attaching a HEN Vizient Approach document in case you think this might be a topic you would like to explore further. The contact for more information and sign up is [michelle.lewis@vizientinc.com](mailto:michelle.lewis@vizientinc.com).

## Upcoming Events

	Dates, Location & Registration	Audience	Detail
2016 Vizient Clinical Connections Summit	<a href="#">September 28 – 30, 2016 Dallas, TX</a>	<p>For community hospitals and integrated delivery networks</p> <p>For academic medical center members</p> <p>Vizient University Health System Consortium</p> <p>For all Vizient members, CEOs, COOs and CFOs, nurses, pharmacists, quality and safety managers, pharmacy and service line leaders</p>	The Summit combines the strengths of VHA, UHC, Novation and MedAssets to unlock key insights, inspire innovation and connect you to extensive clinical performance improvement resources. You're invited to engage in exclusive education and networking sessions with leaders of community-based health care organizations, academic medical centers and suppliers.
Q3_16 Affiliate Partner Meeting	<a href="#">Wednesday, September 28<sup>th</sup>, 2016 11-3p cst Omni Hotel</a>	Vizient Acute Strategic Partners	Vizient has chosen to work with established leaders in the healthcare industry to further support provider success in achieving sustainable performance improvement. Our strategic partners relationships are formed with the commitment to deliver the highest quality and the broadest range of products and services to our clients, enabling them to respond to the challenges of healthcare reform and thrive in an increasingly complex and competitive environment.

<p>2016 Supply Chain Education Series</p>	<p><a href="#">Various dates August 10<sup>th</sup> – December 7<sup>th</sup>, 2016</a></p>	<p>Vizient members and staff</p>	<p>The series is comprised of six 30-minute sessions on the topics listed below, and continuing education credits are available.</p> <p>In these sessions, you will learn about the latest supply chain management trends as well as leading practices that can help you save money and make a positive impact in your organization.</p> <p>These programs are brought to you as a benefit of your Vizient membership; there is no additional charge to participate.</p>
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## Articles:

### Healing the Environment through Environmentally Preferred Purchasing

Vizient, Inc. today announced it recently received awards from Minority Business News USA and Women’s Enterprise USA, recognizing its commitment to progressive supplier diversity practices. Vizient’s Pete Allen, executive vice president, sourcing operations and Mark Cartwright, senior director, supplier diversity, were named to Minority Business News USA’s 2016 Champions of Supplier Diversity list. Minority Business News USA [more...](#)

### Speaking the Same Language with Global Location Numbers

In virtually every hospital supply chain across the U.S., it is a pretty safe bet that one or more of these things happen on a weekly basis: [more...](#)

### Blog: Three Ways to Reduce Medication Waste in Your Hospital

It wasn’t that long ago when the accepted explanation for the high cost of medications was the extensive research and development necessary to get it successfully into the market. [more...](#)

## Press Releases:

### Vizient, Inc. Recognized for Commitment to Supplier Diversity Practices

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### Vizient, Inc. Statement on Centers for Medicare and Medicaid Services Release of Overall Hospital Star Ratings

Vizient, Inc. concurs with statements made by hospitals and industry associations regarding the release of the Centers for Medicare and Medicaid Services (CMS) Overall Hospital Star Ratings. While our company

strongly supports providing meaningful information to help the public make informed healthcare decisions, CMS's current methodology creates rating results that have the potential to steer patients away from some of the nation's best [more...](#)

### **Vizient, Inc. Designated a Committed Partner by the Health Care Payment Learning and Action Network**

Vizient, Inc. today announced it was recently designated as a Committed Partner by the Health Care Payment Learning and Action Network (LAN). This national, multi-stakeholder coalition will be focused on helping to advance the work being done across various sectors within the health care system to increase the adoption of value-based payments and alternative payment models (APMs). The Department of Health and Human Services [more...](#)

*Is something missing? Please let [me](#) know if you would like to see additional content in these quarterly newsletters.*