



## **VALLEY HEALTH SYSTEM JOINS EXCELERATE FOR ITS PHYSICIAN PREFERENCE SOURCING PORTFOLIO**

**CLEVELAND, Ohio, June 21, 2016** – [Excelerate](#) announced today that it has added Valley Health System in Ridgewood, N.J. to its industry-leading, provider-led sourcing model. Excelerate’s enhanced cardiac physician preference agreements will be the initial offering utilized by Valley Health System.

[Valley Health System](#), which includes The Valley Hospital, Valley Medical Group and Valley Home Care, serves more than 440,000 people across 32 towns in Bergen County, New Jersey. Valley also has an affiliation with Cleveland Clinic’s Heart and Vascular Institute to share best practices, coordinate care and develop programs to improve quality and patient safety.

Excelerate provides enhanced value to members by offering a unique and physician-engaged sourcing process for physician preference items. These physician preference focused portfolios immediately reduce variation, deliver supply savings and facilitate physician alignment to reduce healthcare costs while delivering a high-quality contract portfolio to its members.

“Excelerate is honored to partner with a leading healthcare institution like Valley Health while further advancing the ability to reduce supply variation through our clinically-vetted portfolios,” said Sean Lyden, MD, Chief Medical Officer for Excelerate and Department Chair of Vascular Surgery for the Cleveland Clinic. “Integrated health systems want to maximize patient outcomes while controlling costs of physician preference items. Excelerate’s unique physician engaged sourcing process provides a trusted platform when standardizing portfolios.”

“The Valley Health System is excited to partner with the Cleveland Clinic and Excelerate to supplement our clinical affiliation with a sourcing strategy that is already providing value to our cardiac portfolio”, said Leonard Guglielmo, Assistant Vice President and Chief Supply Chain Officer for the Valley Health System. “We look forward to continuing to explore opportunities to expand upon and increase our utilization of Excelerate’s contract portfolio.”

###

## **About Valley Health**

Valley Health System is a regional healthcare system that employs close to 5,000 people and serves more than 500,000 residents in northern New Jersey and southern New York. It includes The Valley Hospital, a 451-bed, not-for-profit, regional acute-care hospital that has been consistently recognized for quality care and patient satisfaction; Valley Home Care, a home care and hospice agency; and Valley Medical Group, a multispecialty group practice of more than 200 doctors and advanced practice professionals representing over 40 medical and surgical specialties who practice at The Valley Hospital in Ridgewood, Valley's Cancer Center in Paramus, eight urgent and primary care centers in New Jersey and New York and many community-based physician practices throughout the region.

## **About Excelerate**

Excelerate is designed to deliver significant and substantial savings to health care organizations through a provider-led, physician-engaged sourcing company. Excelerate achieves this through executing market-leading contracts, supply utilization guidelines designed to decrease clinical variation, and providing peer-to-peer physician engagement that fosters clinical alignment enabling local change. Excelerate started in 2013 as a joint venture between Cleveland Clinic and Vizient, Inc. In 2016, OhioHealth was added as an equity owner and member. Click [here](#) to learn more about Excelerate.

### **MEDIA CONTACTS:**

#### **Donna Ledbetter**

Phone: (972) 830-6321

Email: [Donna.Ledbetter@vizientinc.com](mailto:Donna.Ledbetter@vizientinc.com)

#### **Heather Phillips**

Phone: 216 445-4517

Email: [PHILLIH@ccf.org](mailto:PHILLIH@ccf.org)