



# Excelerate your Performance

A Proven, Sustainable Model for Physician Engaged Sourcing

## Clinical Alignment

- A quality-centric, Patient's First vision
- Clinically vetted, provider-led portfolios
- Reducing variation while maximizing supply utilization
- Delivering significant savings to members

## Better Results

- Physician engagement
- Clinical alignment
- Reduced costs
- Supply utilization
- Standardization
- Operational efficiency
- Streamline vendors
- Waste reduction

## Excelerate's Story

Physicians and supply chain- working together. Excelerate is a provider-led, physician-engaged sourcing model that uses evidence-based clinical outcomes to facilitate product decision making.

We deliver solutions to our members with:

- Best-in-class contracts driving member value and enabling clinical alignment
- Supply utilization guidelines designed to decrease clinical utilization
- Peer-to-peer physician engagement that fosters clinical alignment and enables local governance

Physician and clinician engagement remains a focal point and pillar within the strategy of Excelerate. Incorporating an environment where clinical input is embedded into our operations has provided an environment where our contract portfolio adds significant value to our membership by integrating relevant data, evidence and innovation.



On average our members achieve greater than 20% savings while upholding high-levels of clinical care- always putting patients first.

## Excelerate's commitment

Commitment to quality. With revised and aggressive reimbursement methods and increased outcomes pressures, Excelerate is committed to strengthening quality-focused, like-minded health care organizations of all sizes from the inside out. It begins with the value equation of quality over cost.

We help health care organizations move toward achieving meaningful and sustainable evidence-based results, where every level of organizational engagement leads to total cost change management.



## Success Factors of Excelerate Members

- High Performers - Like minded, innovative health systems
- Clinically Aligned- Strong physician relationships with physicians in key management roles
- Financially Driven- Adapt at implementing major product conversions; able to participate in committed contracts
- Engaged Administration- Involved administration supportive of supply chain activities

## Industry Expertise

Two market-leading companies, one goal. Started as a joint venture between Cleveland Clinic and Vizient, we're committed to building a lasting relationship that delivers clinical and financial results.

Excelerate's team of experienced professionals- Physicians, Clinicians, Financial Executives, and Supply Chain Leaders has extensive experience in negotiations and physician engagement.



Excelerate's mission: To deliver significant and sustainable savings to healthcare organizations through a physician engagement sourcing model.

## A Clinically-Vetted Contract Portfolio

Quality decisions, supply chain savings. Our subject matter experts and best-in-class contracts provide a model for organizations that accelerates current efforts to achieve reduction in supply variation through clinically-vetted portfolio's.

Excelerate's contract portfolio focuses on:

- Physician preference items & devices
- Clinical preference and commodity items
- Pharmacy products and services
- Non-clinical products and services
- Capital equipment
- Distribution

## Achieve your goals

Healthcare is changing. Change with it. Navigating the complexities of today's health care landscape can be challenging. With Excelerate by your side, you'll not only have the right solutions to meet daily, monthly and annual goals, you'll have a partner for the future.

From value analysis to total cost improvements and peer-to-peer collaboration, Excelerate is with you every step, every milestone, every objective.

## Learn More

Take the next step - Contact Us:

- Chip Wise at 972.830.0529 or [Chip.Wise@vizientinc.com](mailto:Chip.Wise@vizientinc.com)
- John Cicero at 216.448.8042 or [ciceroj@ccf.org](mailto:ciceroj@ccf.org)