

Vanderbilt Health Purchasing Collaborative

MONTHLY NEWSLETTER

August 2019

CONTRACT HIGHLIGHT:

Laboratory Distribution Agreement Awarded to Cardinal Health

VHPC has entered into a new five-year sole source laboratory distribution agreement with Cardinal Health. This award was made after an extensive RFP was issued to all major lab distributors. The new agreement offers best in class pricing as well as multiple growth and maintenance incentives. Many members already utilize Cardinal and will simply need to sign a LOC for immediate savings. For members that currently use another lab distributor, Cardinal will work with you to identify savings including a “new” member incentive that is available to any member that converts from another supplier to this new agreement.

For details regarding this new agreement and for assistance in accessing this agreement, please contact David Bearden.

VHPC ANNUAL STATS

The Vanderbilt Health Purchasing Collaborative is now in 44 states. Thanks to all for your participation and support! Below are VHPC key statistics:



- 46 Hospitals
- 42 Surgery Centers
- 5600+ Clinics
- 36 Retirement Communities
- 13% Average Member Savings
- \$31M+ in Savings

WELCOME NEW MEMBERS

OrthoForum: Premier Orthopaedics
Illinois Bone & Joint Institute

RHA: Unity Medical Center

IMPORTANT SUPPLY UPDATE: ETHICON SURGIFLO NOW AVAILABLE

We are pleased to inform you that the SURGIFLO – codes 2994, 2991 and 299102 – are now available for order. Ethicon has addressed U.S. Food and Drug Administration (FDA) questions related to changes in our manufacturing processes and has received approval. This allowed Ethicon to resume shipments of SURGIFLO.

Please that this backorder will not affect the Biosurgery compliance requirements at this time. We recognize the critical role that SURGIFLO plays in bleeding management and, therefore, have taken action to more consistently meet your supply needs. We are pleased to share that Ethicon has built significant SURGIFLO inventory and strengthened our biologics capabilities through a strategic supply partnership.

Thank you for your patience while we worked to resolve this supply interruption and know that we are humbled and honored in being your surgical partner of choice.

If you have questions or need assistance in ordering SURGIFLO®, please feel free to contact your Ethicon Sales Representative or call product support, **1-877-ETHICON (1-877-384-4266)**.

CONTRACT NEWS - FOR MORE INFORMATION, CONTACT YOUR SOURCING OFFICER BELOW

- BD- Conventional Needles and Syringes
- BD- Prefilled syringes
- Cardinal Lab Distribution
- Cardinal SCD products
- Cardinal Surgical Gloves
- Masimo
- Medline (Multiple standardized categories)
- Mindray

david.bearden@VHPurchasingCollaborative.com

- Cooper Surgical Agreement for Disposable OB/Gyn products
- Mentor Agreement for Breast Implants
- Novo Surgical → Instruments & Minority Supplier
- Steris/IMS → Instrument Repair Supplier
- Lifenet Agreement
- Hernia MESH contracts in progress
- Suture Only contract in progress
- New Ethicon Energy contract in progress

nathalie.wilson@VHPurchasingCollaborative.com

FUTURE FY20 VHPC WORKPLAN

- Commodity Standardization
- CRM/Coronary
- Heart Valves
- Peripheral Interventional
- Pharmacy
- Purchased Services
- DME- Medline, Don Joy, DeRoyal and Breg
- Lab Portfolio
- Allergan Breast Implants

- Allergan Tissues (Lifecell)
- Dual Vendor Hernia Mesh
- BD- Multiple new Categories
- Food Services
- Medical Equipment Rental
- Hospital Beds, Stretchers
- Cranio-Maxillary-Facial
- Neuromodulation/Neuro Coils
- Secondary Trocar Agreement

UPCOMING EVENTS

Supply Chain Quarterly Meeting

September Date and Location TBD

Video/Audio Connections Available for Out of Town Members

Pharmacy Quarterly Meeting

August 22, 2019 2pm CT

VHPC Offices, Mt. Juliet TN

Video/Audio Connections Available for Out of Town Members

MEET THE VHPC TEAM

Greetings from your VHPC team!

Teresa Dail, President

Dena McCormick, Vice President

Tony Gribble, Director

David Bearden, Principle Sourcing Officer

Bob Sentell, Principle Sourcing Officer

Justin Griggs, Senior Clinical Resource Officer

Gary Deasy, Senior Sourcing Officer

Nathalie Wilson, Senior Sourcing Officer

Crystal Prasanphanich, Client Manager

Chris Meador, Senior Business Analyst

Terri Inman-Shaw, Senior Administrative Assistant

Jill Leech, Vizient MBV Client Representative

MRI & CT Scan Group Buy Opportunity

VHPC is still requesting that any member who will be purchasing an MRI or CT Scanner prior to 12-31-2019, please contact David Bearden with details. We have received information from many of you and are working with both Philips and GE to coordinate the group buy which will run through 12-31-2019. The more units we commit to purchase, the higher the discount levels. We are currently negotiating pricing discounts with both suppliers and will have this ready to roll out soon. More information to follow in the coming weeks on the process and potential savings based on the number of committed units. Thanks in advance for your support of this initiative.

david.bearden@VHPurchasingCollaborative.com

Contact us at:

615-343-1685

Vanderbilthealthpurchasingcollaborative.com

60 Athlete's Way, Suite 200B

Mt. Juliet TN 37122