

Vanderbilt Health Purchasing Collaborative

MONTHLY NEWSLETTER

September 2019

VHPC ANNUAL STATS

CONTRACT HIGHLIGHT:

VHPC Philips Group Buy

Beginning Monday September 9th, our six-month group buy with Philips begins.

This group buy is inclusive of all imaging modalities to include: MRIs, CT Scanners, X-Ray, Mobile Surgery, Cardiology, IR Systems and Ultrasound units.

With this group buy, you will receive the heavily discounted pricing at any time during this six-month period. For more information, please contact David Bearden regarding this savings opportunity.

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



- 54 Hospitals
- 47 Surgery Centers
- 5600+ Clinics
- 37 Retirement Communities
- 13% Average Member Savings
- \$31M+ in Savings

WELCOME NEW MEMBERS

Medical University of South Carolina

OrthoForum:

Andrews Sports Medicine & Orthopaedic Center
Bone and Joint Clinic of Baton Rouge
Resurgens Orthopaedics

IMPORTANT CONTRACT UPDATE

Cooper Surgical has sent out communication informing their current customers about an upcoming cost increase that will occur on November 1, 2019. Please note that all current VHPC members who are connected to Cooper Surgical will receive pricing protection; therefore, will NOT receive a cost increase.

Please let Nathalie Wilson know if any issue occurs. Thank you!

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

- BD- Conventional Needles and Syringes
- BD- Prefilled syringes
- Cardinal Lab Distribution
- Don Joy Orthopedic DME
- DeRoyal Orthopedic DME
- BSN Casting Supplies
- Medline (Multiple standardized categories)
- Mindray
- Philips
- 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
- New Medtronic Interstim agreement
- New Ethicon Energy contract in progress

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FUTURE FY20 VHPC WORKPLAN

- Commodity Standardization
- CRM/Coronary
- Heart Valves
- Peripheral Interventional
- Pharmacy
- Purchased Services
- Lab Portfolio
- Quantum Medical
- Medline Lab Distribution
- 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

Fall Date and Location TBD

Video/Audio Connections Available for Out of Town Members

Pharmacy Quarterly Meeting

November Date and Location TBD

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

Pharmacy Quarterly Meeting Minutes

The Pharmacy Quarterly Conference Call was held on August 22, 2019. Discussions were held regarding new contract opportunities for MedShorts, Stryker Cactus, Sanofi Vaccine and Right Med Labels. VHPC also requested volunteers for the Pharmacy Advisory Council to assist in driving the pharmacy contracting agenda of the future. Please reach out to Bob Sentell for further information.

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