



Date: January 25, 2018

To: Chief Executive Officers  
Chief Financial Officers  
Chief Operating Officers  
Supply Chain Executives

From: Michael Guerriero, Senior Vice President, NJHA Healthcare Business Solutions

**Subject: Vizient Aggregation Solutions – Introductory Webinar on 2/28 at 2PM**

Are you looking for supporting resources to accelerate contracting and supplement your sourcing staff without hiring consultants? Do you suspect your organization would hit better supplier pricing tiers if your spend was combined with other hospitals like yours?

Supply aggregation groups, in various forms, have been around for many years. However, the constant push to lower costs combined with the movement toward value-based care, has increased interest from all types and sizes of healthcare organization. The question to ask now is “What group is right for my healthcare organization?”

Determining the best option may be easier than you think. NJHA Strategic Partner Vizient serves many different roles for its members ranging from the industry’s strongest national GP provider to performance improvement consultant to collaborative partner and now...aggregation group matchmaker.

NJHA will Introduce Vizient Aggregation Solutions on a 2/28 webinar at 2PM. Learn about options for participation in aggregation groups, consolidated service centers, and other joint ventures. Through these ventures, participating members can achieve greater results collectively than could be achieved independently.

With these key objectives, this will be an overview presentation that might help you to answer some of the questions that we asked at the beginning of this correspondence:

- Discover the value of aggregation beyond traditional GPO services
- Learn about key points of differentiation among aggregation solutions
- Understand the process for exploring aggregation options and selecting the best-fit solution for success
- Begin considering your organization’s objectives, capabilities and culture that would enable participation in an aggregation solution
- Prepare to identify the aggregation savings opportunity unique to your organization

Vizient connects like-minded members to reduce supply chain spend, increase health system efficiency and productivity, and collaborate on best practice solutions leading to improved patient outcomes. We invite you to begin the exploration! [Register today!](#)