



## Q3 Group Buys

Limited-time, value-added offerings available  
July 1 through Sept. 30, 2019

Featured supplier: Siemens Healthineers

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# The Group Buys Program

Vizient's Group Buys offer limited-time opportunities for members to realize **substantial savings and enhanced contract value** with:

- Select products and services from Vizient contracts
- Enhanced value from participating suppliers
- 90-day promotion

## Member benefits

- Save time and money
- Gain a better starting-point price on selected equipment through Vizient
- Get additional nonprice value that typically can't be locally negotiated
- Get additional admin fees – *cannot* be negotiated by members

## Group Buys value

When members combine purchasing volume, we can negotiate **significant value-added benefits** that are over and above our market-leading contract pricing. Group Buys offer members savings and extended value on planned purchases through:



Pricing  
advantages



Product and service  
upgrades



Extended terms  
and conditions

# Q3 Group Buys

Offers available  
**July 1**  
through  
**September 30**

## Get additional contract value and save on **more than 40 products**

Realize substantial savings and enhanced value from participating suppliers on select contracted offerings in these categories:

- Capital assets
- Diagnostic imaging
- Cardiovascular
- Laboratory
- Pharmacy
- Food

### Value-added benefits

Contracted suppliers may provide these value-added offers during an active group buys period:

Price savings		Incremental member returns	
Service discounts	Extended warranties	Upgrade value	Free installation
Special financing	Flexible delivery dates	Free shipping	Biomed training

# Q3 Group Buy opportunities



# Q3 Group Buys highlights

## Value enhancements for the third quarter include these highlights:

- In addition to imaging and capital equipment, this quarter's 43 categories include imaging, cardiovascular and pharmacy products.
- Sizzling savings are available in 17 food categories from seven food suppliers and distributors.
- Group Buy value is being offered for the first time for Beckman Coulter Micro ID sensitivity products and Graybar MRO distribution services
- BioMérieux has extended Q2 Group Buy value on core microbiology products through Q3

# Cardiovascular, imaging/capital, laboratory and pharmacy Group Buys

Supplier	Category (Contract No.)
<b>Cardiovascular</b>	
Physio Control	External defibrillators (CE2543)
<b>Imaging and capital equipment</b>	
Draeger	Anesthesia machines (CE2511)
Draeger	O.R. lights, columns and booms (CE2711)
Draeger	Patient monitoring (CE3031)
Draeger	Ventilators (CE0333)
Graybar	MRO distribution – power strips (CE3220)
J&J/ASP	Low-temperature sterilizers (CE3101)
Laborie	Ultrasound equipment – bladder scanners (XR0422)
Mizuho	O.R. tables (CE2704)
<b>Laboratory</b>	
Beckman Coulter	Micro ID sensitivity (LB01070)
Cardinal Health	Lab distribution – centrifuges (DL0131)
bioMérieux	Core microbiology (LB0720)
<b>Pharmacy</b>	
Grifols	Plasma products (RX00356)

# Food Group Buys

Supplier	Category (Contract No.)
JM Smucker's	Coffee, ground (FD2140)
JM Smucker's	Jams, jellies and related breakfast products (FD1900)
Kellogg	Vegetarian burgers (FD2570)
Kraft Heinz	Condiments – dressings and dipping sauces (FD1850)
Kraft Heinz	Condiments – pickles, olives, and relish products (FD1630)
Kraft Heinz	Condiments – ketchup (FD1640)
Kraft Heinz	Condiments – mustard (FD1660)
Rochester Meats	Beef – frozen raw (FD2780)
Sysco	Breads, dough and batter – frozen breads (FD9059)
Sysco	Cakes, pies and cobblers (FD9085)
Sysco	Supplies on the Fly (FD3081)
Tyson Foods	Chicken, further processed (FD0123)
US Foods	Cheese (FD9002)
US Foods	Frozen breads(FD2290)
US Foods	Cakes, pies, and cobblers (FD1960)
US Foods Capital Equipment	Cooking equipment, china and cutlery (FD91220)

# Featured supplier: Siemens Healthineers

Members can save up to \$982K off contract pricing across 11 Siemens capital and imaging categories



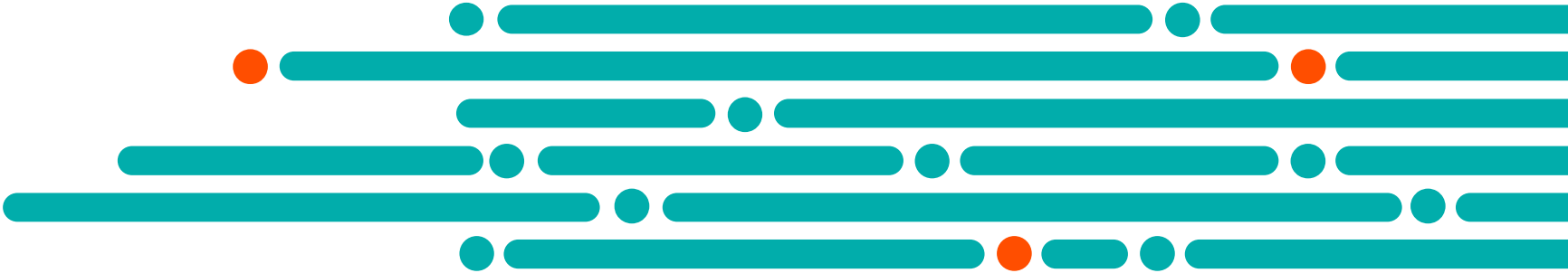


# Siemens Group Buy categories

Product Description	Contract No.	Promotional value
Cardiovascular imaging systems	XR0313	Savings Up to \$458K off contract
C-arms	XR0532	Savings Up to \$225K off contract
CT scanner systems and mobile CT scanners	XR0323	Savings Up to \$982K off contract
General radiography equipment - R/F	XR0384	Savings Up to \$235K off contract
Hemodynamic and electrophysiology monitors	CE0353	Savings Up to \$46K off contract
Mammography equipment	XR0344	Savings Up to \$31K off contract
MRI systems	XR0394	Savings Up to \$221K off contract
Nuclear medicine equipment	XR0363	Savings Up to \$27K off contract
PET/CT systems	XR0353	Savings Up to \$279K off contract
Ultrasound systems	XR0434	Savings Up to \$23K off contract
Urology imaging systems	XR0372	Savings Up to \$23K off contract



# How to access Group Buy value



# Requesting a quote is easy

- Log on to [vizientinc.com/groupbuys](http://vizientinc.com/groupbuys) and review the Group Buy **value summaries** that describe terms and value for each offer
- Select the [Request a Quote](#) link to receive a **no-obligation quote** for as many categories as you like
- The following details may be requested in each RFQ
  - Model and vendor information
  - Quantity
  - Phase of buying: Is the budget approved, submitted, planning or at wish-list stage?
  - Lease or purchase requirement
  - Agreement to purchase within the active quarter
  - Are you considering other manufacturers
- Suppliers will be notified immediately of your request.

## To request a quote for Siemens categories

- Review offering details available on the value summaries
- Submit your request to Todd Betz at [todd.betz@siemens-healthineers.com](mailto:todd.betz@siemens-healthineers.com)

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For assistance or more information, contact the Group Buys team at [groupbuy@vizientinc.com](mailto:groupbuy@vizientinc.com).

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