



Vizient response to COVID-19

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vizient®

COVID-19: A virtual shift

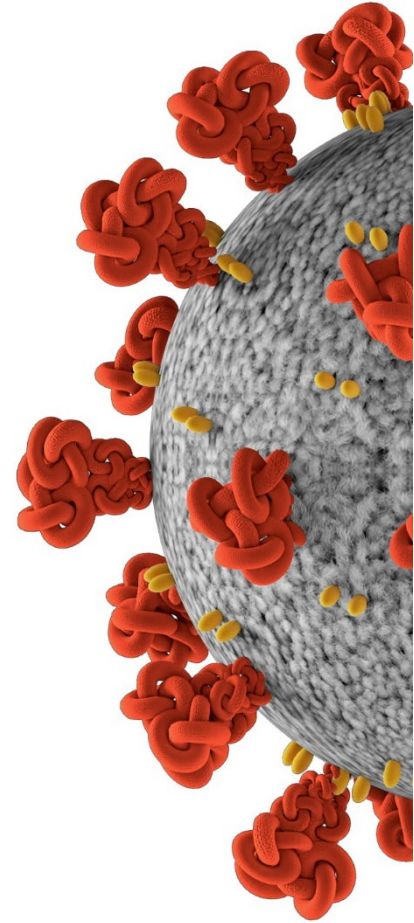
Supporting members through an unprecedented global pandemic

Embracing all things virtual

- Work-from-home order in effect March 6 - early August
- Meetings via Microsoft Teams
- Business travel ban continues
- Offices open for printing, file retrieval (facial coverings required)
- In-person conferences canceled or postponed

Connecting with members

- War Room with 70+ cross-functional team members to identify, elevate and resolve supply issues
 - 1,000+ issues fielded weekly
- Weekly communications
 - *Vizient CEO Update*
 - *Vizient Update* (clinical, supply, labor and pharmacy impacts)
 - Weekly clinical webinars
 - Weekly pharmacy webinars
 - Significantly enhanced online presence: vizientinc.com



Managing supply risks

Increased access to critical supplies and pharmaceuticals through all available resources

- Partnered with contracted suppliers to ensure expanded capacity of PPE and other vital supplies
 - N95 masks, 3-ply adjustable cotton masks, isolation gowns (levels 1, 2 and 3) and face shields
- Invested capital to start or expand PPE lines
 - **Standard Textile** - Converted manufacturing lines for >2M reusable isolation gowns and >700K reusable surgical masks and reusable face shields
 - **Encompass** - Reopened North American production line for 19M AAMI level-3 disposable isolation gowns
- Worked with contracted/noncontracted manufacturers to help expand capacity for a number of essential products

| Manufacturer | Product |
|------------------------|--|
| Ford | Level-2 reusable gowns and face shields (donation) |
| WildCat | Level-2 disposable gowns |
| Hanes | Medical masks |
| Dickies | Disposable isolation gowns (US-based production) |
| Strategic lab partners | Nasal swabs |
| Sempermed | Nitrile gloves |
| Battelle | N95 mask sterilization |
| ASP/Steris | N95 mask sterilization |
| Platinum Code | Nitrile gloves |



Helping members avoid gray-market products

Vizient confirmed registration with the FDA and National Institute for Occupational Safety and Health

Sample solicitation

>1,000

suppliers reviewed by Vizient

50%

confirmed by Vizient

subject: KN95 Masks & Infrared Thermometers - All FDA Certified

I have a client based in California, and he is able to provide the following:

FDA MASK - KN95 - \$3.85/Mask (\$3.47 per mask if quantity over 10K)

THERMOMETER - No Contact FDA,CE - \$107/Thermometer, lower if quantity is higher.

The masks are medical grade equivalent to the N99 mask. They exceed the CDC requirements for the N95 mask. The thermometers are no touch infrared.

The Masks and Thermometers are manufactured in China and they are all FDA Approved/Certified.

No maximum on the orders

All inventory counts and availability changes daily. But we should have enough supply for the time being.

Shipping time is 10 days.

1k piece minimum order for the masks.

No limit for the thermometers.

Please let me know if you need more information.

List of COVID-19 noncontracted manufacturers is available for members only section of our Disaster Preparedness webpage

Sharing expertise and insights with government agencies

Government interactions

- Byron Jobe met with White House Coronavirus Task Force
- Administration requested Vizient recommendations on avoiding shortages of essential medications and supplies such as PPE, many of which were implemented
- Represented members' interest on FEMA supply chain task forces
- Participated in or led task forces on supply visibility, ventilators, pharmaceuticals, data management and overall supply chain
- Provided weekly insights as requested by FDA into supply chain disruptions, price spikes, gray-market suppliers, and ordering and demand trends
- Engaged regularly with CDC to discuss supply chain resiliency and monitoring PPE burn rates

Private Sector Supply Chain Coalition

- Provided supply chain expertise to inform crucial decision-making
- Partnered with FEMA's Supply Chain Task Force to support the Supply Chain Data Tower to enhance the common operating picture of the COVID-19 response
- Developed mechanisms to provide sensitive data in a confidential/protected manner to increase visibility into supply-demand gap to ensure communities most in need were prioritized for allocations
- Partnered with Pandemic National Resource Prioritization Cell to increase communication with supply chain stakeholders
- Launched the Private Sector Supply Chain Coalition Portal

Working to develop sustainable solutions for drug shortages

Novaplus Enhanced Supply Program

- In 2019, Vizient announced our Novaplus® Enhanced Supply program, requiring contracted suppliers to provide additional months of inventory for medications deemed “essential”
 - Recently made available an additional 676,000 units of Propofol
 - Additional product was stocked in U.S. warehouses and ready to ship to member hospitals during COVID-19

Ongoing efforts to anticipate and mitigate shortages during COVID-19

- Vizient was first to sound alarm about shortage of ventilator drugs and shared our findings with the FDA to help bring more drugs to market
- Worked with Exela Pharma Sciences to obtain additional midazolam and fentanyl to treat COVID-19 patients that required mechanical ventilation
- Once Gilead Sciences was granted an EUA for remdesivir to treat hospitalized patients with severe COVID-19, Vizient actively promoted transparency as well as appropriate access to and distribution of the drug



Looking ahead: Helping enhance future preparedness strategies

- Partnering with multiple stakeholders to identify and share best practices / lessons learned
- Partnering with One Network, to help advance greater supply chain resilience and mitigate disruptions in patient care
 - Solution focused on increasing visibility into member inventory and demand to increase supplier efficiency and accelerate replenishment of essential supplies
- Ongoing advocacy for increased transparency
 - Manufacturing location
 - Origination of active pharmaceutical ingredients (APIs)
 - Since 2018, Vizient has required suppliers to provide manufacturing location of finished products through pharmacy bid process



Clinical and operational resources available to members via vizientinc.com

Emerging practices

PPE Conservation Impact Calculator

Surge Demand Calculator

Clinical Workforce Well-being Playbook

Vizient/Sg2 Guidance for Resumption of Electively Scheduled Surgery and Procedures

Webinars and podcasts

Pharmaceutical supply updates

Ventilation Medication Demand Projection Calculator

Pharmacy Field Hospital Toolkit

Drug shortage mitigation tools

Evidence summary and clinical controversies associated with COVID-19

Coding and documentation educational offerings

State-specific national stockpile resource guide