

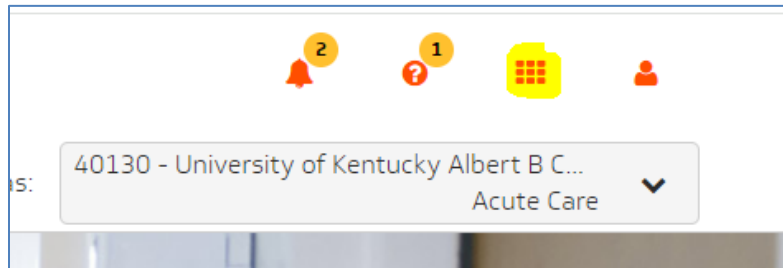
## Vizient Supply Analytics-Benchmarking

How to use Vizient Supply Analytics for benchmarking.

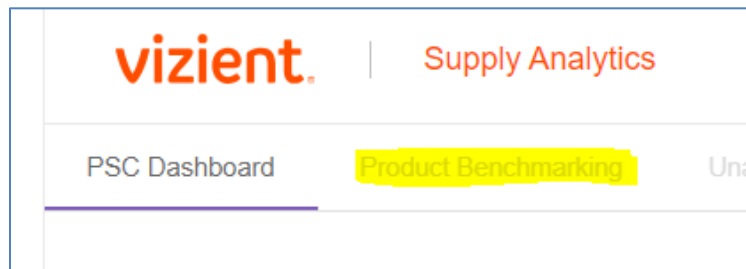
**Role:** Supply Chain Buyer Staff

**Frequency:** As Needed

- Go to **Supply Analytics in Vizient** to check benchmarking (PCI) to determine if UK price is competitive and appropriate
- Select "Supply Analytics" from the Applications icon in the top right



- Go to "Product Benchmarking" in the top left



# Vizient Supply Analytics-Benchmarking

- Click the drop down under "Catalog Number" and search the first item#

The screenshot shows the 'Product Benchmarking' section of the Vizient Supply Analytics dashboard. It includes several filter sections: 'Peer Group' (Acute), 'Benchmark Timeframe' (Last 12 months), 'Product Spend Category' (with a search bar and a list of categories), 'UNSPSC Commodity' (with a search bar and a list of commodities), and 'Parent Company' (with a search bar and a list of companies). Below these filters are two dropdown menus: 'Catalog Number' (set to 'All') and 'Product Description' (set to 'All'). At the bottom, a table is visible with columns: Product Spend Category, UNSPSC Commodity, Parent Company, Sub Parent, Manufacturer, Catalog #, and Product Description. The first row of the table shows '3d Additive Printing' for the Product Spend Category, 'Three Dimensional Printing Element - 3D Systems' for the UNSPSC Commodity, and '3D Systems' for the Manufacturer and Catalog #.

\*\*You will receive either one result, multiple results, or no results

\*\*The below example returned multiple results

- Click on the box next to the item to select and show PCI results

The screenshot shows a search results dropdown menu. The search bar contains the text '14250'. The dropdown list displays several items, each with a checkbox. The item '14250' is highlighted with a yellow box. The items are: 00003314250, 0003314250, 07814314250, 08142500, 08142501, 14250, 142500, 1425000, 14250-46, and 14250-48. The dropdown menu is open, showing the search results.

## Quick Reference Card

# Vizient Supply Analytics-Benchmarking

\*\*This also returned multiple results, ensure you're looking at the correct line/data

Catalog Number		Product Description				
14250		All				
Product Spend Category	UNSPSC Commodity	Parent Company	Sub Parent	Manufacturer	Catalog #	Product Description
Distribution - Facilities Management	Undefined	ITW Devcon Corp	ITW Devcon Corp	ITW Devcon Corp	14250	Adhesive Epoxy 0.85oz Amber 6
Distribution - Facilities Management	Undefined	Sigma Electric Manufacturing Corp	Sigma Electric Manufacturing Corp	Sigma Electric Manufacturing Corp	14250	1 Gang Gray Metal Weatherpro Standard Rectangular Exterior E Holes
Ophthalmic Products	Ophthalmic Implants	Gulden Ophthalmics	Gulden Ophthalmics	Gulden Ophthalmics	14250	Sphere Eye Dia10mm PMMA Or Gamma Sterilized

- Use the scroll bar on the bottom to slide right and find the price that matches our price

\*\*The corresponding "PP" column above is the PCI information

\*\*This is UK's placement in supplier pricing compared to other facilities

\*\*The below data is not beneficial as price appears the same across the board, PCI is "N/A"

DM	PP10	PP15	PP20	PP25	PP30	PP35	PP40	PP45	PP50	PP55	PP60	PP65	PP70	PP75	PP80
	5.9700	5.9800	5.9800	5.9800	5.9800	5.9800	5.9800	5.9800	6.1300	6.1300	6.1300	6.1300	6.2100	6.6950	7.1400
	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000	64.0000

\*\*Below is a good example of how pricing changes per PCI column

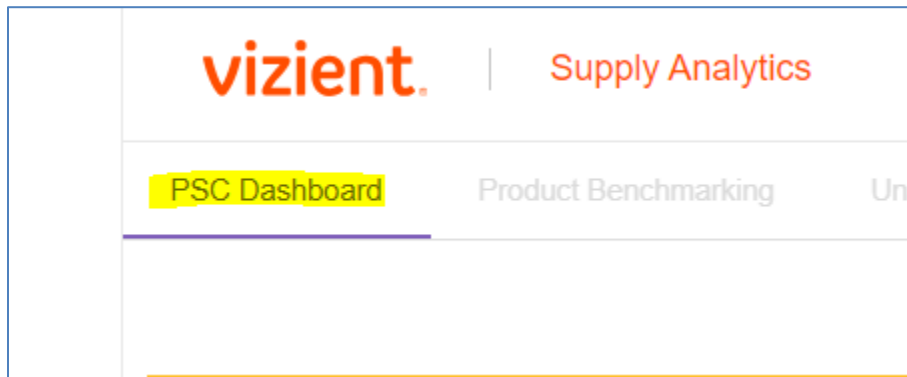
\*\*We prefer to be **within the 35<sup>th</sup> Percentile** when able

M	PP10	PP15	PP20	PP25	PP30	PP35	PP40	PP45	PP50	PP55	PP60	PP65	PP70	PP75	PP80	PP85	PP90
	126.3160	158.0680	161.9200	166.4000	171.9220	178.0220	190.8220	192.0000	192.0000	202.8800	208.0000	208.0000	214.4000	224.0000	224.0360	247.2000	311.2000

## Vizient Supply Analytics-Benchmarking

\*\*A higher price typically corresponds to lower spend in the market with that supplier, check this

- Go to PSC Dashboard to check category spend



- At the top, filter the facility to the correct facility you wish to view

A screenshot of the filter section at the top of the PSC Dashboard. It contains three dropdown menus: 'System Name - System ID' with 'All' selected, 'Facility Name - Facility ID' with 'All' selected (highlighted in yellow), and 'Facility Type' with 'All' selected. Each dropdown has a small downward arrow icon.

- Scroll down to Product Spend Category and filter to the correct category you wish to view

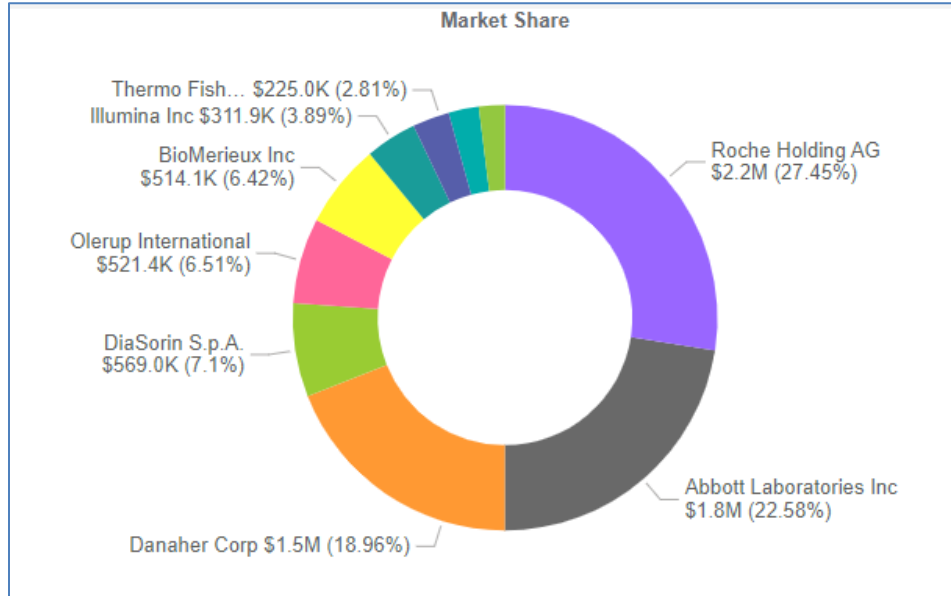
\*\*The data/charts will filter to reflect the selected category

A screenshot of the filter section at the bottom of the PSC Dashboard. It features three tabs: 'Product Spend Category' (highlighted in purple), 'Supplier', and 'Facility'. Below these tabs are three dropdown menus: 'Product Segment' with 'All' selected, 'Product Spend Category' with 'All' selected (highlighted in yellow), and 'Parent Company' with 'All' selected. Each dropdown has a small downward arrow icon.

## Quick Reference Card

# Vizient Supply Analytics-Benchmarking

\*\*From here, you can see how much market share the facility gives to each supplier within the category



\*\*If you scroll back down to Product Spend Category, you can break down the category into different commodities to see what product lines you could work for potential savings

Product Spend Category		Supplier	Facility				
Product Segment	Product Spend Category	Parent Company	Manufacturer	Vendor	UNSPSC Commodity		
All	Molecular Technology	All	All	All	All		
Product Spend Category		Price Index	Analyzed Spend	Benchmark Spend	Benchmark Savings	Current Mix Savings	Optimized Savings
Molecular Technology							
Molecular Diagnostics Analyzer Accessories		36.65	\$1,658,660	\$1,503,123	\$93,080		
Gene Specific Polymerase Chain Reaction Pcr Kits		64.08	\$1,025,559	\$744,380	\$83,361		
Polymerase Chain Reaction Pcr Optimizing Products		15.39	\$890,734	\$890,527	\$2,818	\$22	
Rapid Test Kits		56.16	\$669,847	\$669,847	\$35,137		
Molecular Biology Test Kits Or Supplies		24.16	\$618,518	\$618,518	\$10,005	\$2,067	\$2,067
Undefined		5.86	\$436,105	\$365,100	\$0	\$1,198	
Vacuum Blood Collection Tubes Or Containers		64.49	\$390,198	\$390,198	\$93,637	\$25,740	\$25,740
Molecular Biology Quality Controls Or Calibrators Or Standards		17.77	\$361,557	\$361,557	\$11,629		
Chemistry Analyzer Accessories Or Supplies		100.00	\$286,886	\$286,886	\$118,706	\$4,929	
Deoxyribonucleic Acid Dna Sequence Analyzer Reagents		61.59	\$252,038	\$240,079	\$16,840		
Polymerase Chain Reaction Pcr Or Reverse Transcriptase Polymerase Chain Reaction Rt Pcr Primers		88.24	\$248,376	\$248,376	\$52,116		
Cytogenetics Kits		34.88	\$205,121	\$180,609	\$10,222		
Reverse Transcriptase Polymerase Chain Reaction Rt Pcr Kits		7.75	\$181,726	\$14,138	\$0		

- Input the PCI information on Attachment A for each item and the UK requested price you would like to negotiate

\*\*If our PCI is above 35%, ask the rep how we can get lower pricing like other facilities