



In a move long in the making, Warrior Centric Health signed, this week, an agreement with Vizient, Inc. to bring the Warrior Centric Health's Authorized Facility Solution to Vizient's diverse membership base of over 3000 medical facilities.

Vizient, the nation's largest member-driven health care performance improvement company, serves over half of the healthcare organizations in the U.S. Vizient's diverse membership base includes **academic medical centers, pediatric facilities, community hospitals, integrated health delivery networks and non-acute health care providers**, together representing approximately **\$100 billion in annual purchasing volume**. The new agreement radically streamlines the marketing, sales, and procurement process between WCH and Vizient's member health systems.

Vizient Vetting of Warrior Centric Health

For Vizient, the commitment to Warrior Centric, after nearly two years of vetting, formalizes their conviction that—in order to improve more Americans' health outcomes—the nation's healthcare systems will need to apply **HEALTH EQUITY STRATEGIES** in cost-effective ways. The vetting steps WCH determinedly pursued and completed with Vizient were numerous. The milestones are listed below:

1. **Vizient's National Release of WCH's A Field Guide for Improving Care for Veterans**
2. **Veteran Health Webinar sponsored by Vizient's HIIN Program – one of the highest attended Webinars of 2018**
3. **Nationally recognized Supplier Diversity certification**
4. **National No-Bid (no competitive RFP) Verification**
5. **Development of a Vizient Member scalable solution within required price point parameters**
6. **Women Veteran's 3 part Webinar sponsored by Vizient's HIIN Program – one of the highest attended Webinars of 2019**
7. **No-Bid Supplier Services Agreement**

As their first authorized health equity solutions provider, Warrior Centric becomes the tip of that spear, enabling Vizient member facilities to improve outcomes and reduce readmissions for military veterans and their families—as much as a quarter of any healthcare facility's patient population.

Vizient Solution Streamlining and Standardized Pricing Requirement Fulfilled

The relationship with Vizient enabled us to market validate Warrior Centric's Solution Suite, developed over a decade of research and trial, and proven in Trinity Health's clinical settings. After simplifying and partnering with critical delivery partners for automation efficiency, the WCH Solution Suite is easy to implement, adopt and adapt, simple to scale, and comprehensive, all of which helps deliver a significant return on investment for Vizient member hospitals.

Vizient and Market Acceptance

Vizient also launches Warrior Centric on a clear trajectory to market acceptance. What was once the brainchild of two military veterans with medical backgrounds will now become the gold standard for the nation's health equity solutions, a new model for driving better health for more people. Vizient, in the Supplier Services Agreement, set aggressive sales goals to reach each month. As the national leader in marketing vetted solutions to the healthcare market, the agreement goals are clear indications Vizient is committed and **INVESTED** in the success of Warrior Centric Health.

Though this may seem like the end of a long, exhausting vetting process, it is truly the beginning of a new era for veterans and their families, Warrior Centric Health, Vizient, and, maybe, the entire American healthcare system.