



1,729

Total Responses

Date Created: July 31, 2024

Total Responses: 1,729

Completed and Validated: 1,635; Survey Completion Rate: 94.56%

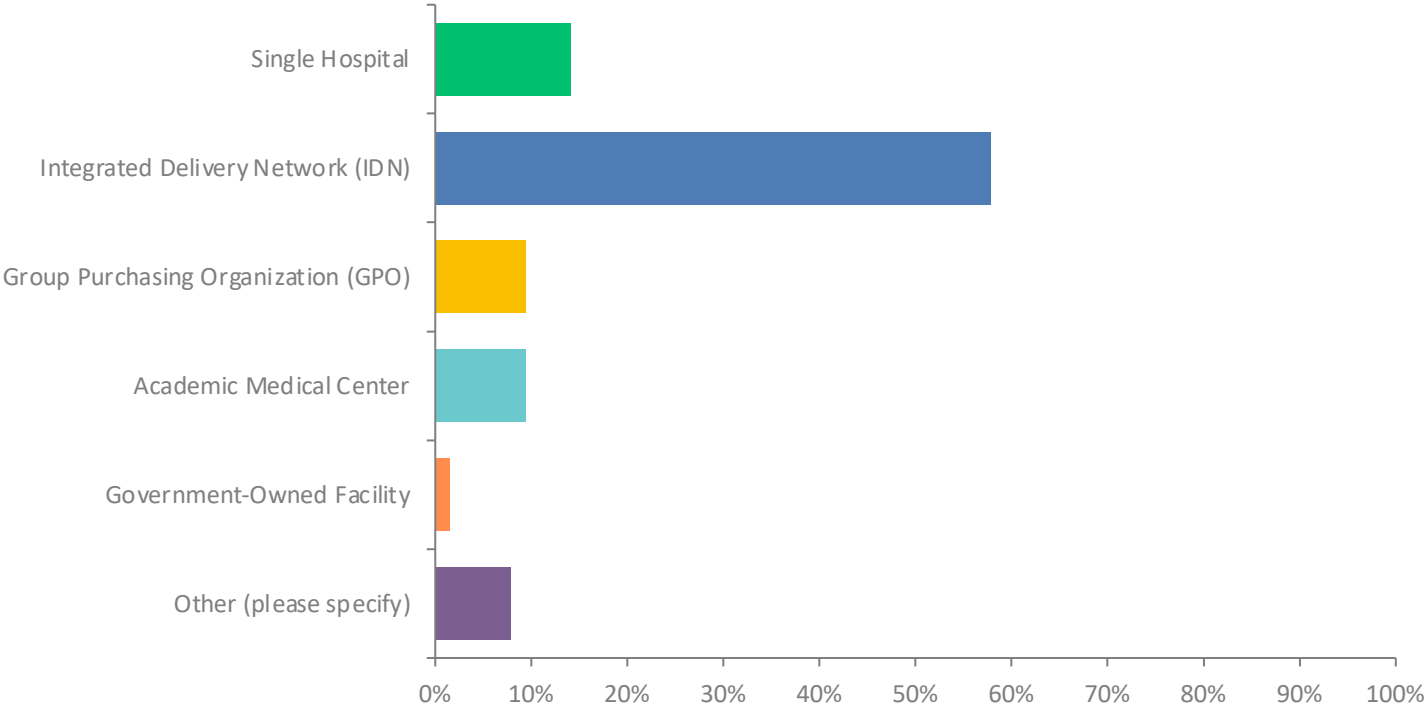
Prepared for Dr. Hudson Garrett, Executive Director and EVP, AHVAP (Client)

Private and Confidential

Not for Distribution

Q1: Which of the following best describes your facility type?

Answered: 1,729 Skipped: 0



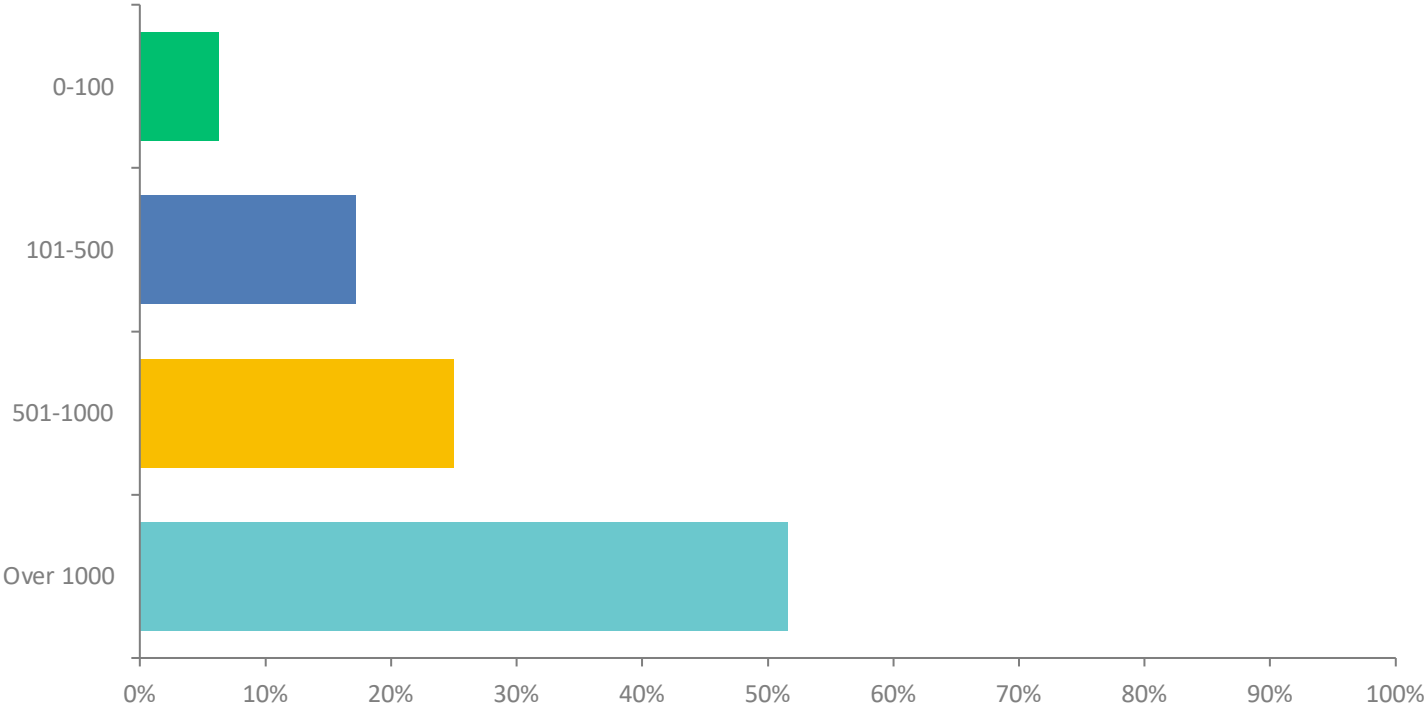
Q1: Which of the following best describes your facility type?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Single Hospital	14.06%
Integrated Delivery Network (IDN)	57.81%
Group Purchasing Organization (GPO)	9.38%
Academic Medical Center	9.38%
Government-Owned Facility	1.56%
Other (please specify)	7.81%
TOTAL	

Q2: What is the total number of licensed inpatient beds within your organization?

Answered: 1,729 Skipped: 0



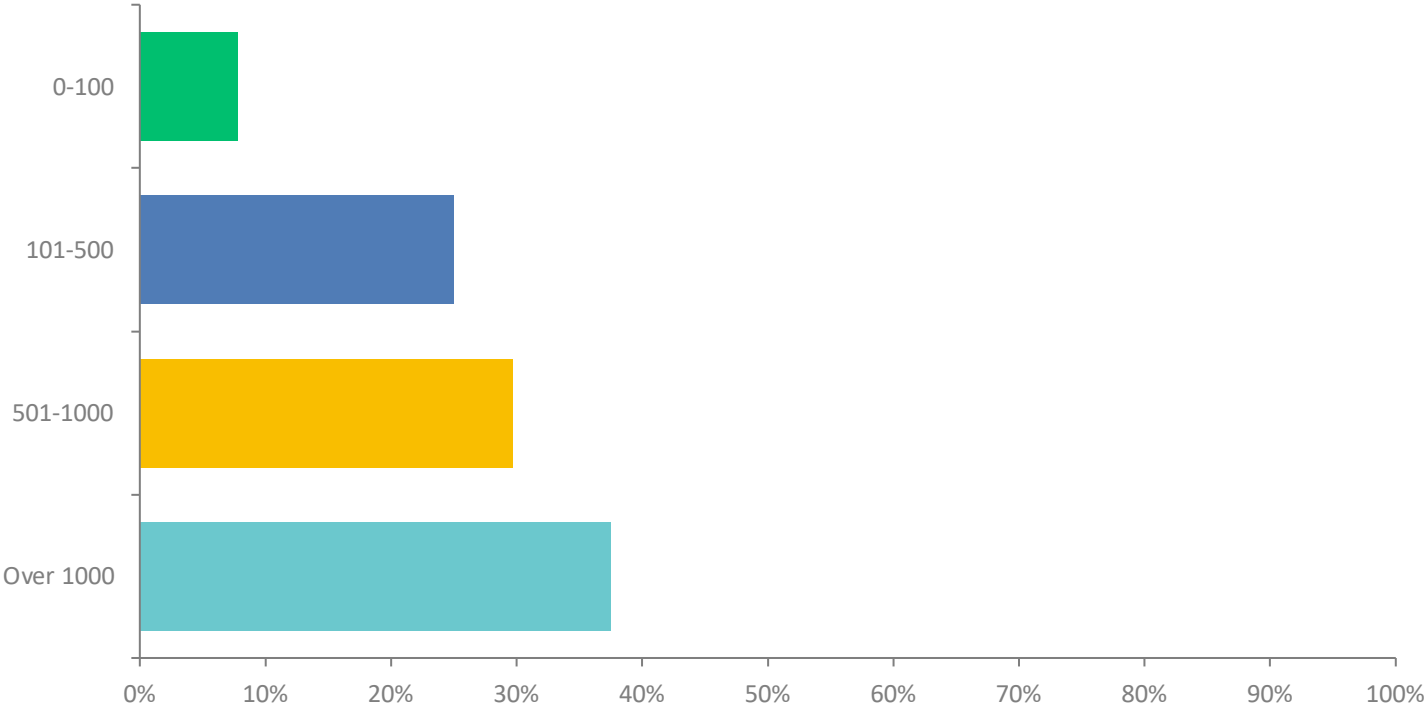
Q2: What is the total number of licensed inpatient beds within your organization?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
0-100	6.25%
101-500	17.19%
501-1000	25.00%
Over 1000	51.56%
TOTAL	

Q3: What is the total number of operating inpatient beds within your organization?

Answered: 1,729 Skipped: 0



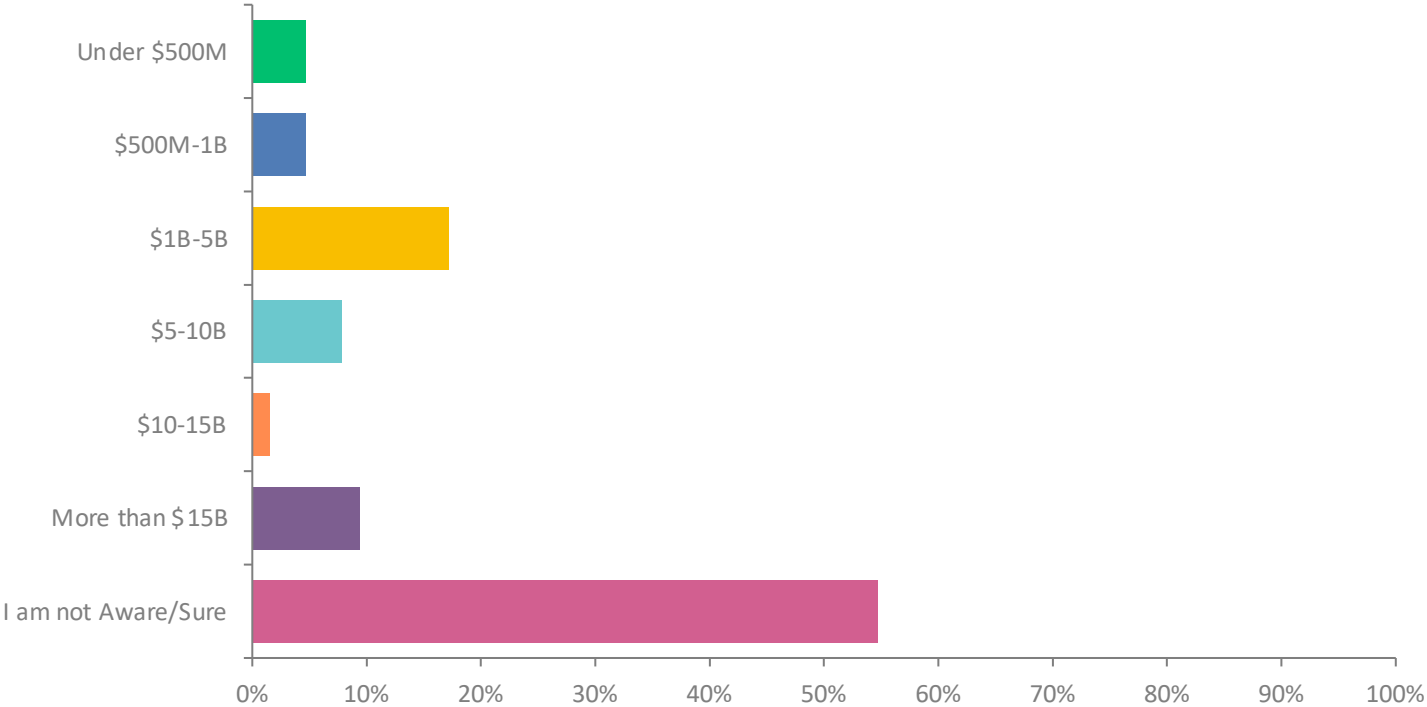
Q3: What is the total number of operating inpatient beds within your organization?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
0-100	7.81%
101-500	25.00%
501-1000	29.69%
Over 1000	37.50%
TOTAL	

Q4: Which best describes the size of your organization (Net Patient Revenue CY 2023) in USD?

Answered: 1,729 Skipped: 0



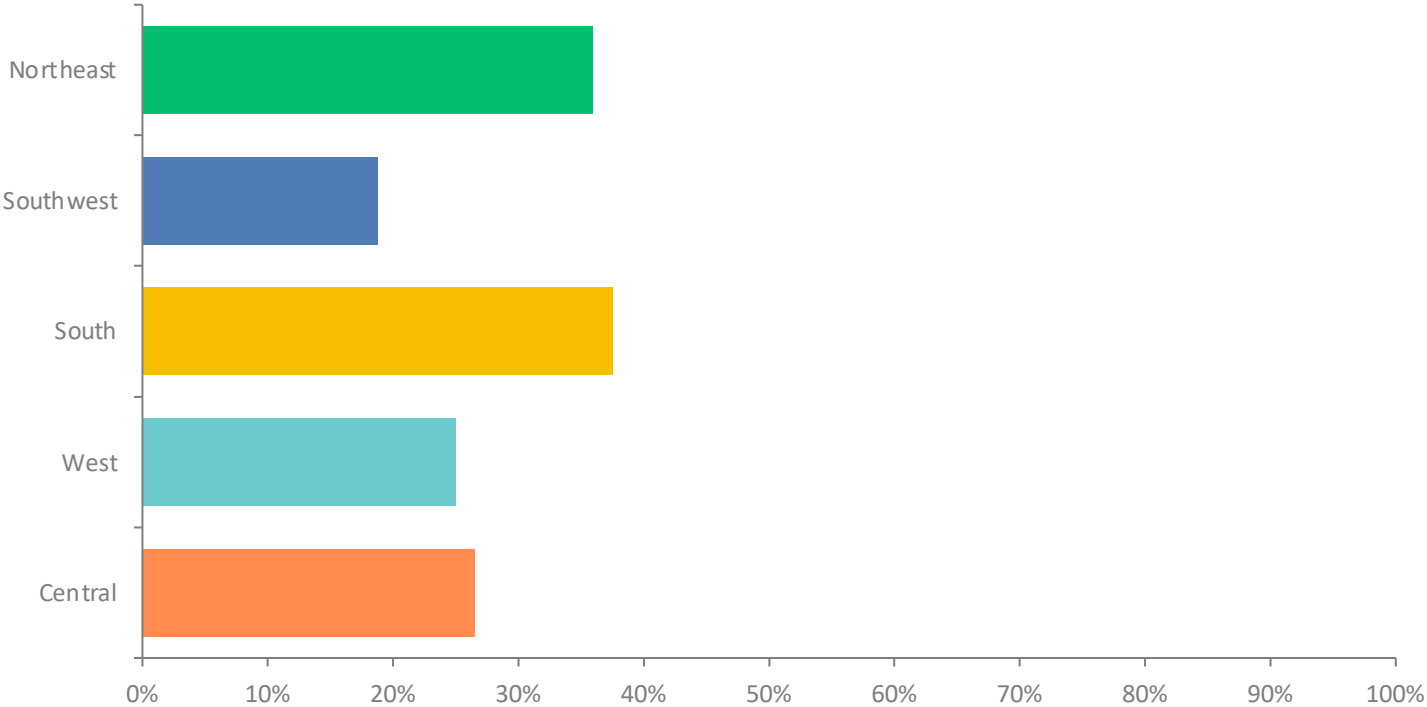
Q4: Which best describes the size of your organization (Net Patient Revenue CY 2023) in USD?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Under \$500M	4.69%
\$500M-1B	4.69%
\$1B-5B	17.19%
\$5-10B	7.81%
\$10-15B	1.56%
More than \$15B	9.38%
I am not Aware/Sure	54.69%
TOTAL	

Q5: What area of the country does your organization currently have facilities within (check all that apply)?

Answered: 1,729 Skipped: 0



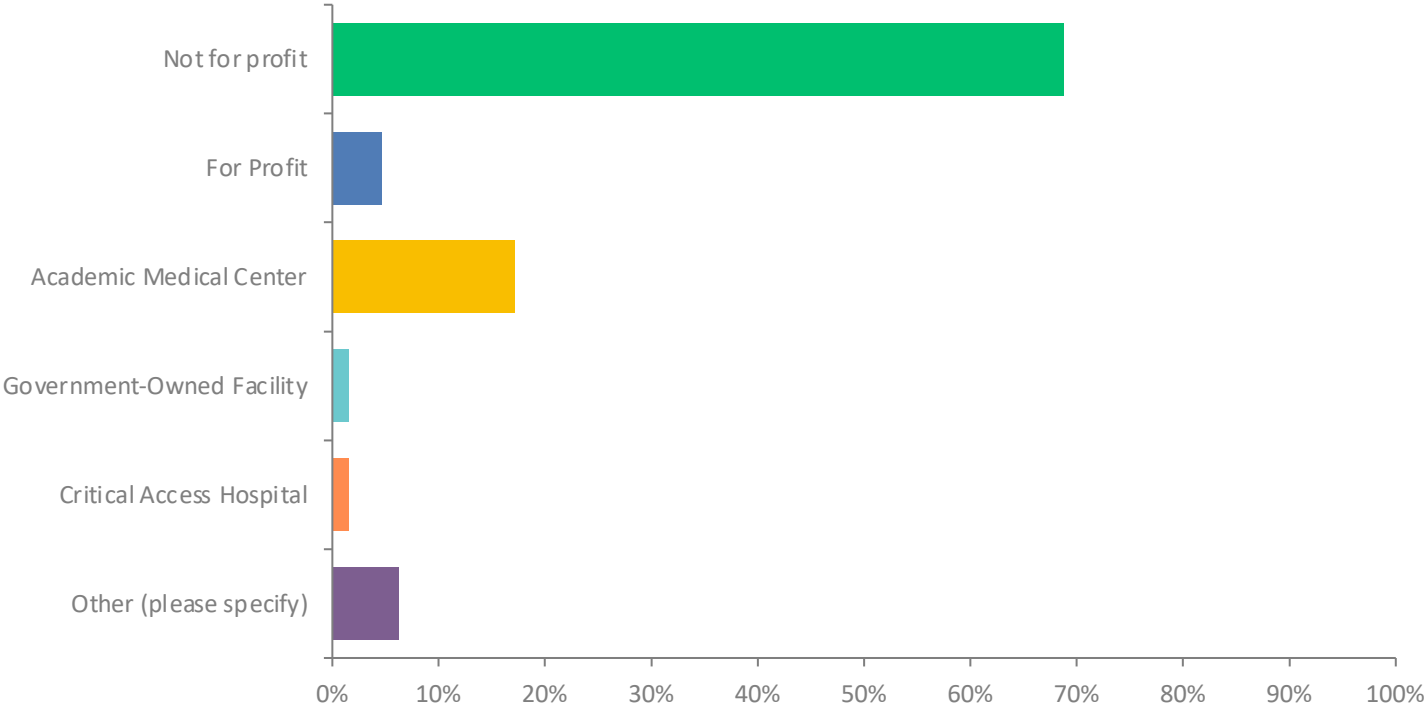
Q5: What area of the country does your organization currently have facilities within (check all that apply)?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Northeast	35.94%
Southwest	18.75%
South	37.50%
West	25.00%
Central	26.56%
TOTAL	

Q6: Which best describes your organization type?

Answered: 1,729 Skipped: 0



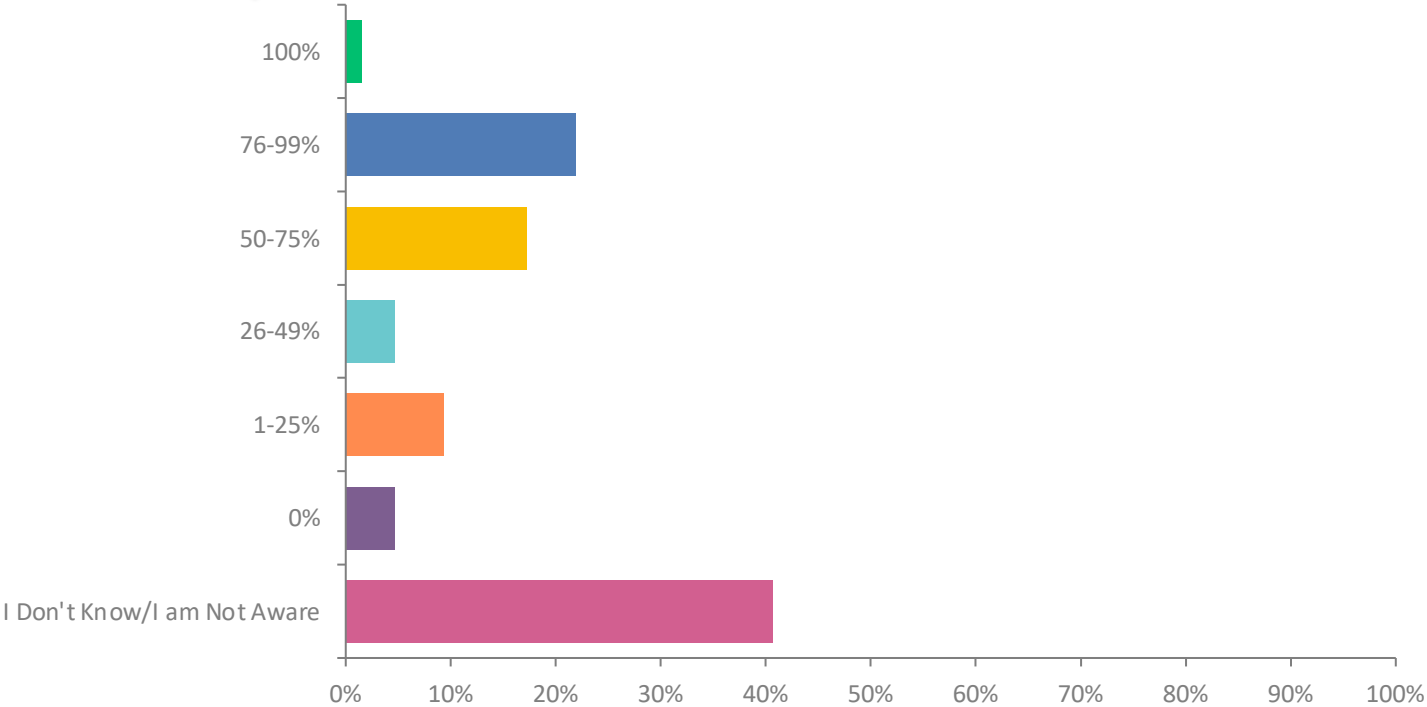
Q6: Which best describes your organization type?

Answered: 1,727 Skipped: 2

ANSWER CHOICES	RESPONSES
Not for profit	68.75%
For Profit	4.69%
Academic Medical Center	17.19%
Government-Owned Facility	1.56%
Critical Access Hospital	1.56%
Other (please specify)	6.25%
TOTAL	

Q7: What percentage of the providers are employed by your organization directly vs. as independent contractors?

Answered: 1,683 Skipped: 46



Q7: What percentage of the providers are employed by your organization directly vs. as independent contractors?

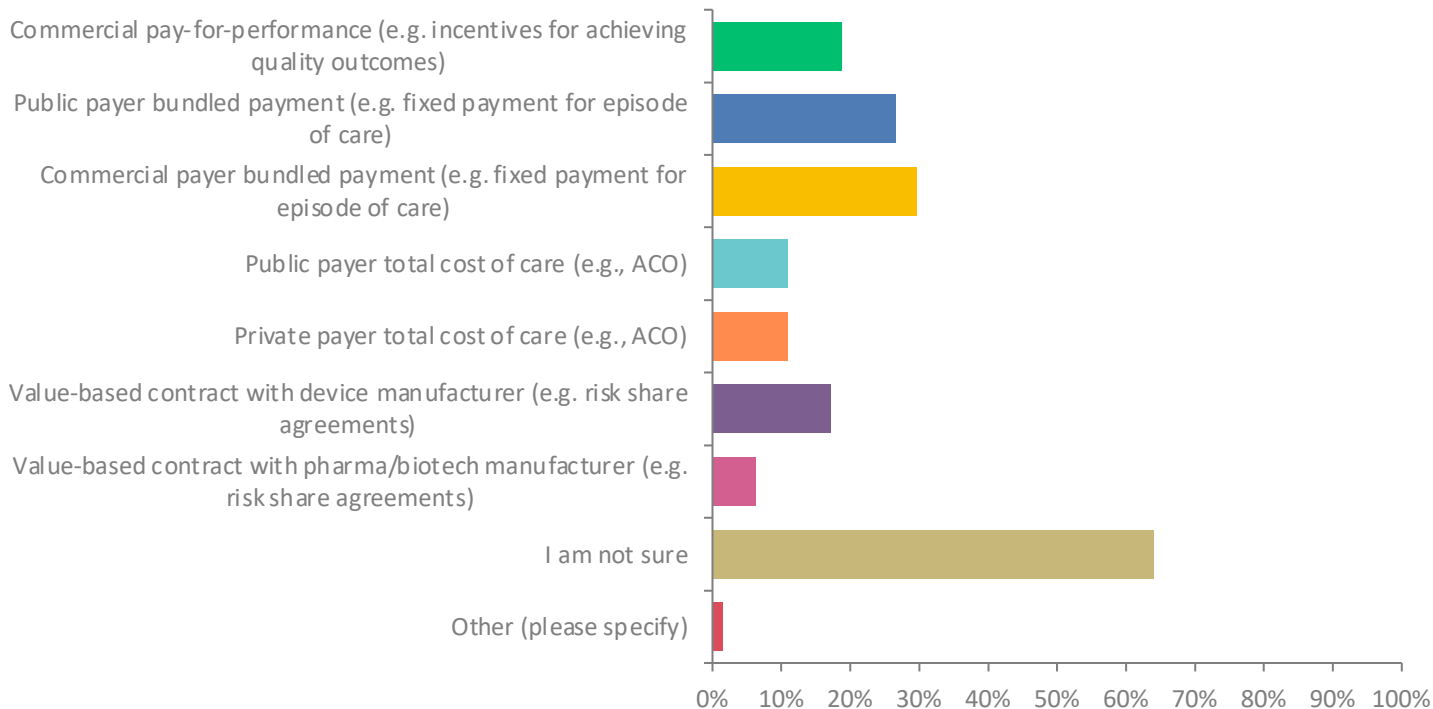
Answered: 1,683 Skipped: 46



ANSWER CHOICES	RESPONSES
100%	1.56%
76-99%	21.88%
50-75%	17.19%
26-49%	4.69%
1-25%	9.38%
0%	4.69%
I Don't Know/I am Not Aware	40.62%
TOTAL	

Q8: Which of the following value-based care programs does your organization participate in (check all that apply)?

Answered: 1,729 Skipped: 0



Q8: Which of the following value-based care programs does your organization participate in (check all that apply)?

Answered: 1,729 Skipped: 0

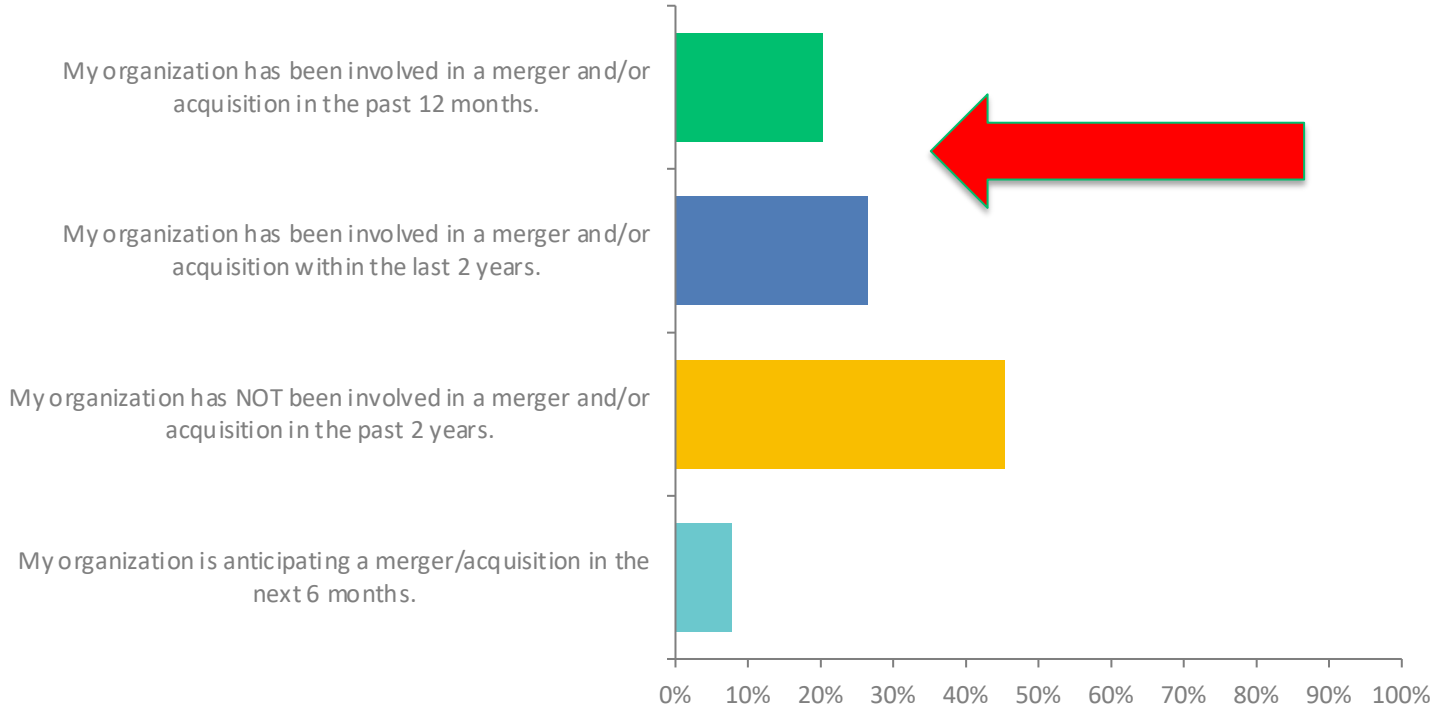
ANSWER CHOICES	RESPONSES
Commercial pay-for-performance (e.g. incentives for achieving quality outcomes)	18.75%
Public payer bundled payment (e.g. fixed payment for episode of care)	26.56%
Commercial payer bundled payment (e.g. fixed payment for episode of care)	29.69%
Public payer total cost of care (e.g., ACO)	10.94%
Private payer total cost of care (e.g., ACO)	10.94%
Value-based contract with device manufacturer (e.g. risk share agreements)	17.19%
Value-based contract with pharma/biotech manufacturer (e.g. risk share agreements)	6.25%
I am not sure	64.06%
Other (please specify)	1.56%



TOTAL

Q9: Which of the following best describes merger/acquisition activity with your organization?

Answered: 1,635 Skipped: 94



Q9: Which of the following best describes merger/acquisition activity with your organization?

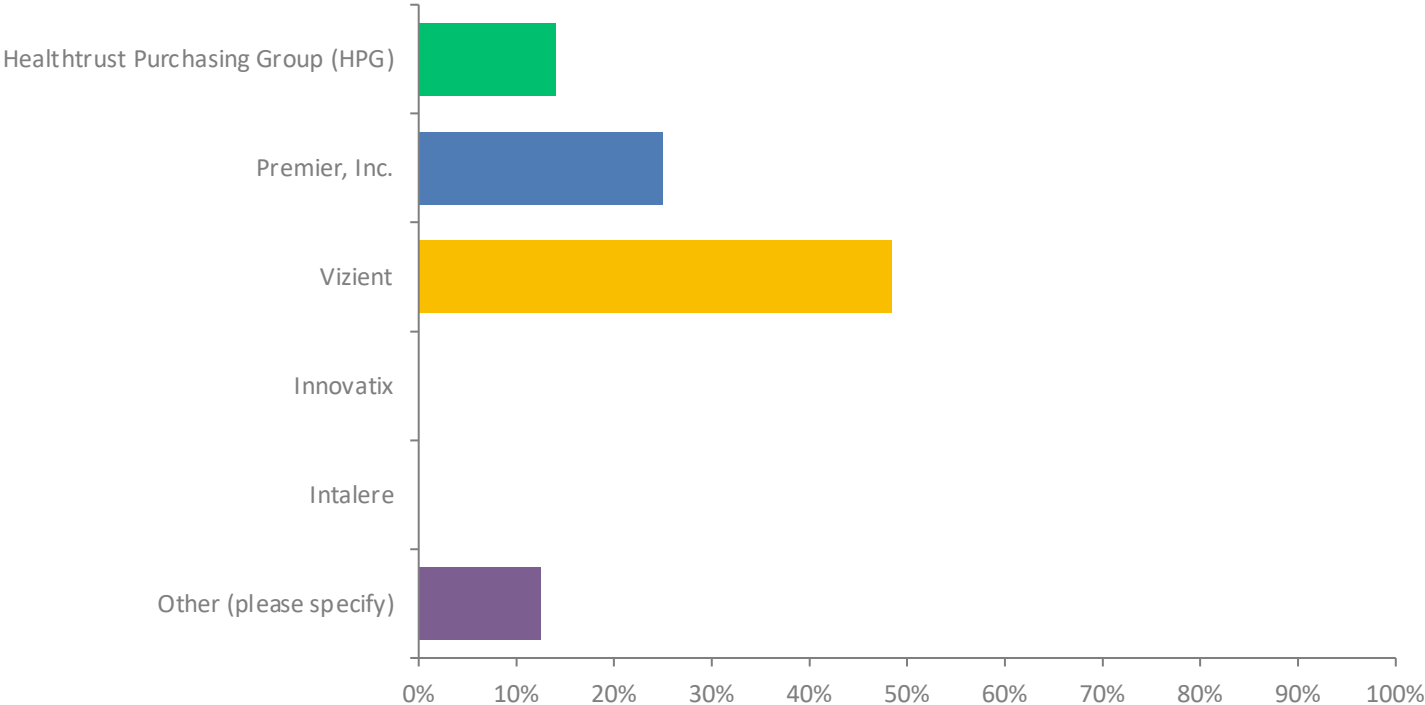
Answered: 1,635 Skipped: 94



ANSWER CHOICES	RESPONSES
My organization has been involved in a merger and/or acquisition in the past 12 months.	20.31%
My organization has been involved in a merger and/or acquisition within the last 2 years.	26.56%
My organization has NOT been involved in a merger and/or acquisition in the past 2 years.	45.31%
My organization is anticipating a merger/acquisition in the next 6 months.	7.81%
TOTAL	

Q10: What is your facility's primary Group Purchasing Organization?

Answered: 1,729 Skipped: 0



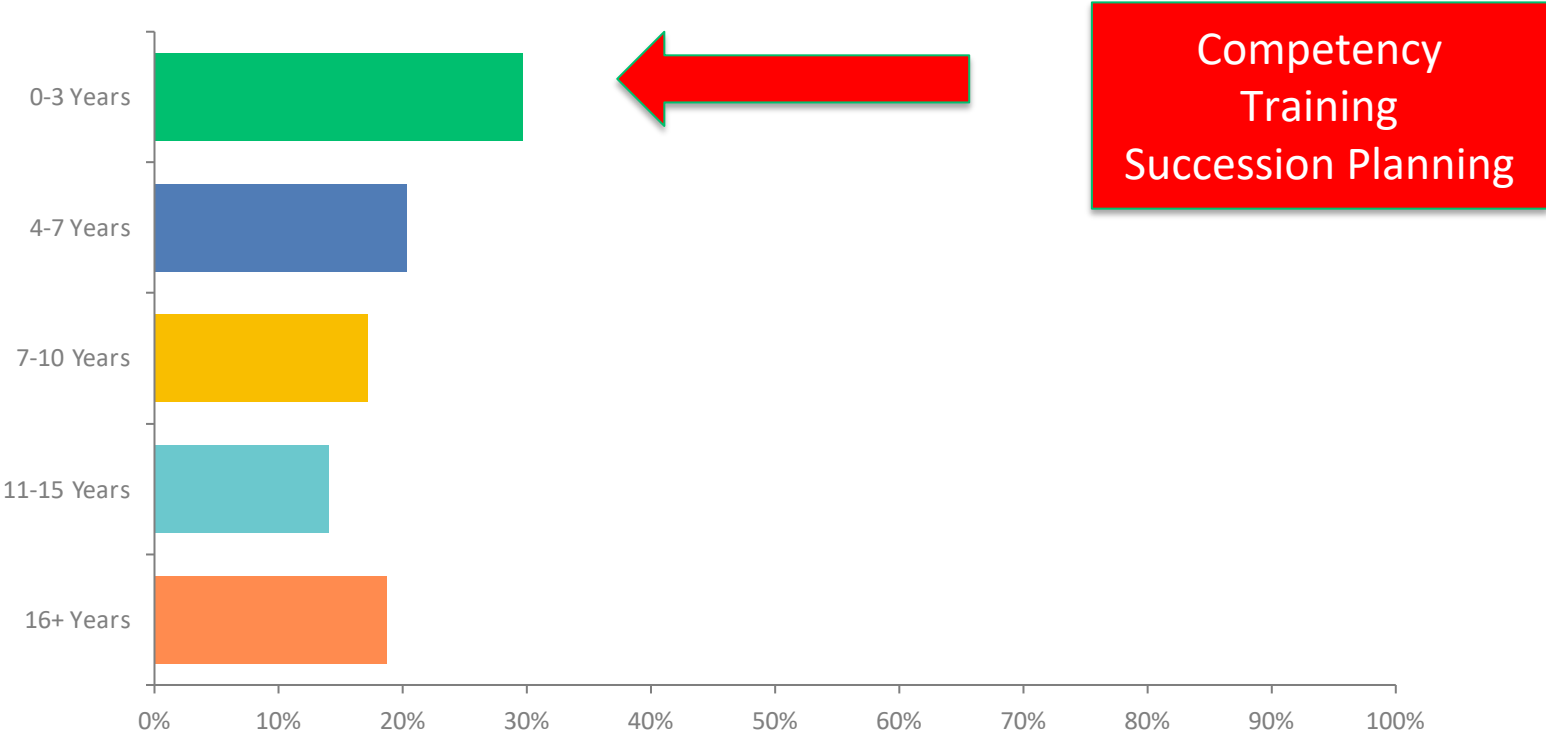
Q10: What is your facility's primary Group Purchasing Organization?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Healthtrust Purchasing Group (HPG)	14.06%
Premier, Inc.	25.00%
Vizient	48.44%
Innovatix	0.00%
Intalere	0.00%
Other (please specify)	12.50%
TOTAL	

Q11: How long have you worked in a healthcare supply chain capacity?

Answered: 1,729 Skipped: 0



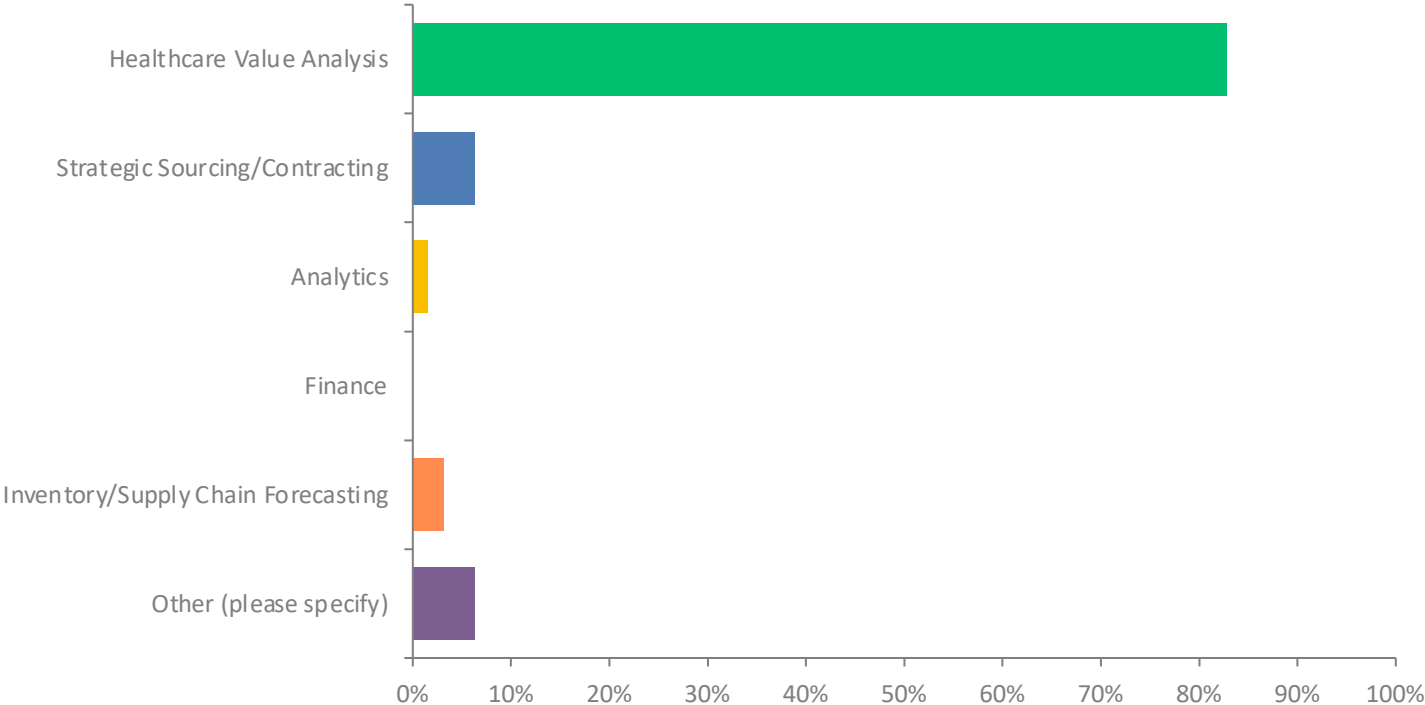
Q11: How long have you worked in a healthcare supply chain capacity?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
0-3 Years	29.69%
4-7 Years	20.31%
7-10 Years	17.19%
11-15 Years	14.06%
16+ Years	18.75%
TOTAL	

Q12: Which of the following best describes your primary area of focus and responsibility in your current role?

Answered: 1,729 Skipped: 0



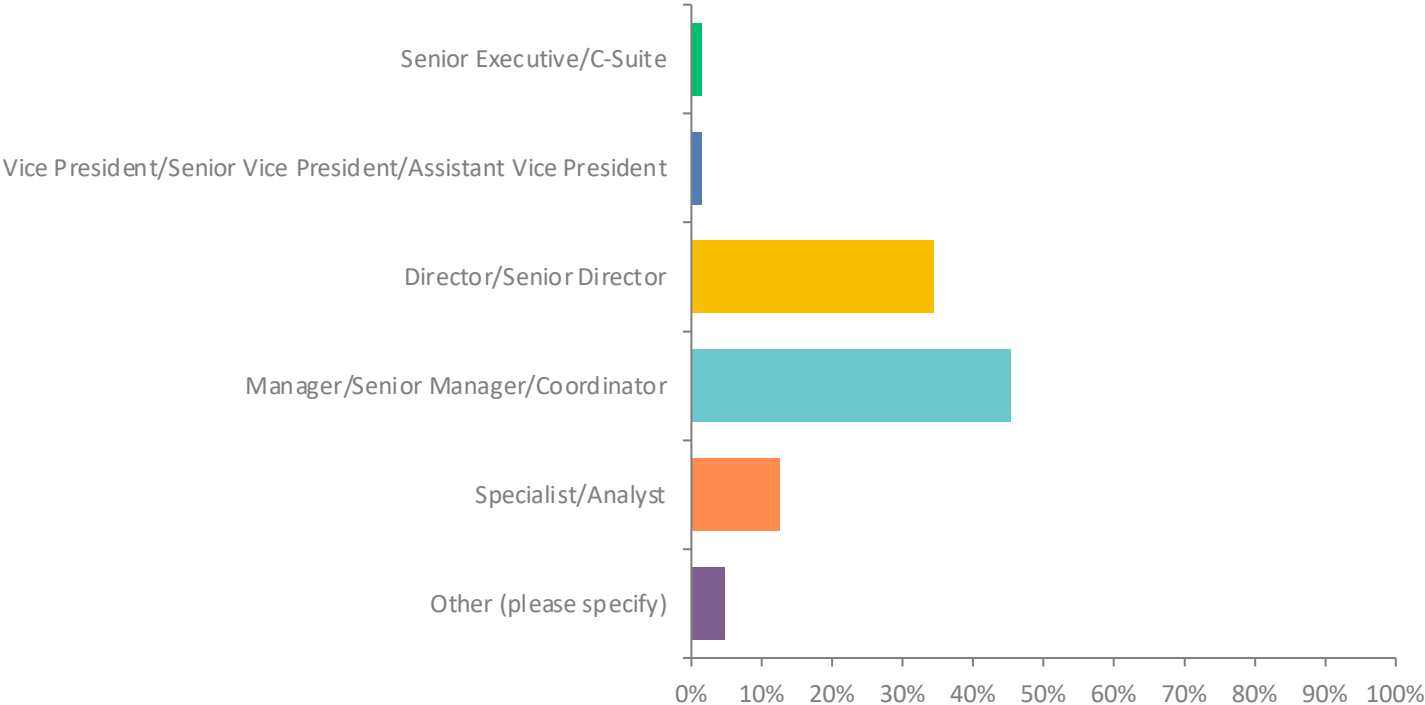
Q12: Which of the following best describes your primary area of focus and responsibility in your current role?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Healthcare Value Analysis	82.81%
Strategic Sourcing/Contracting	6.25%
Analytics	1.56%
Finance	0.00%
Inventory/Supply Chain Forecasting	3.12%
Other (please specify)	6.25%
TOTAL	

Q13: Which of the following best describes your current title?

Answered: 1,729 Skipped: 0



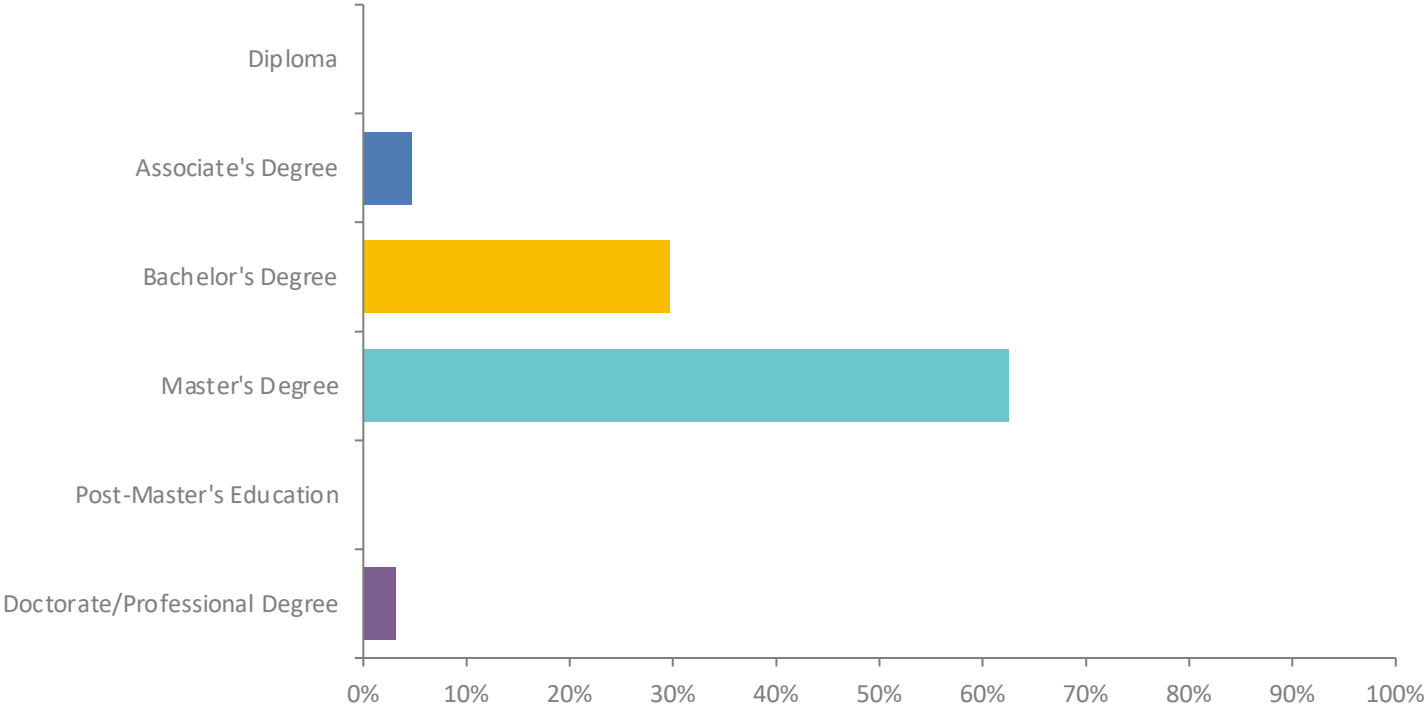
Q13: Which of the following best describes your current title?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Senior Executive/C-Suite	1.56%
Vice President/Senior Vice President/Assistant Vice President	1.56%
Director/Senior Director	34.38%
Manager/Senior Manager/Coordinator	45.31%
Specialist/Analyst	12.50%
Other (please specify)	4.69%
TOTAL	

Q14: What is your highest level of education?

Answered: 1,729 Skipped: 0



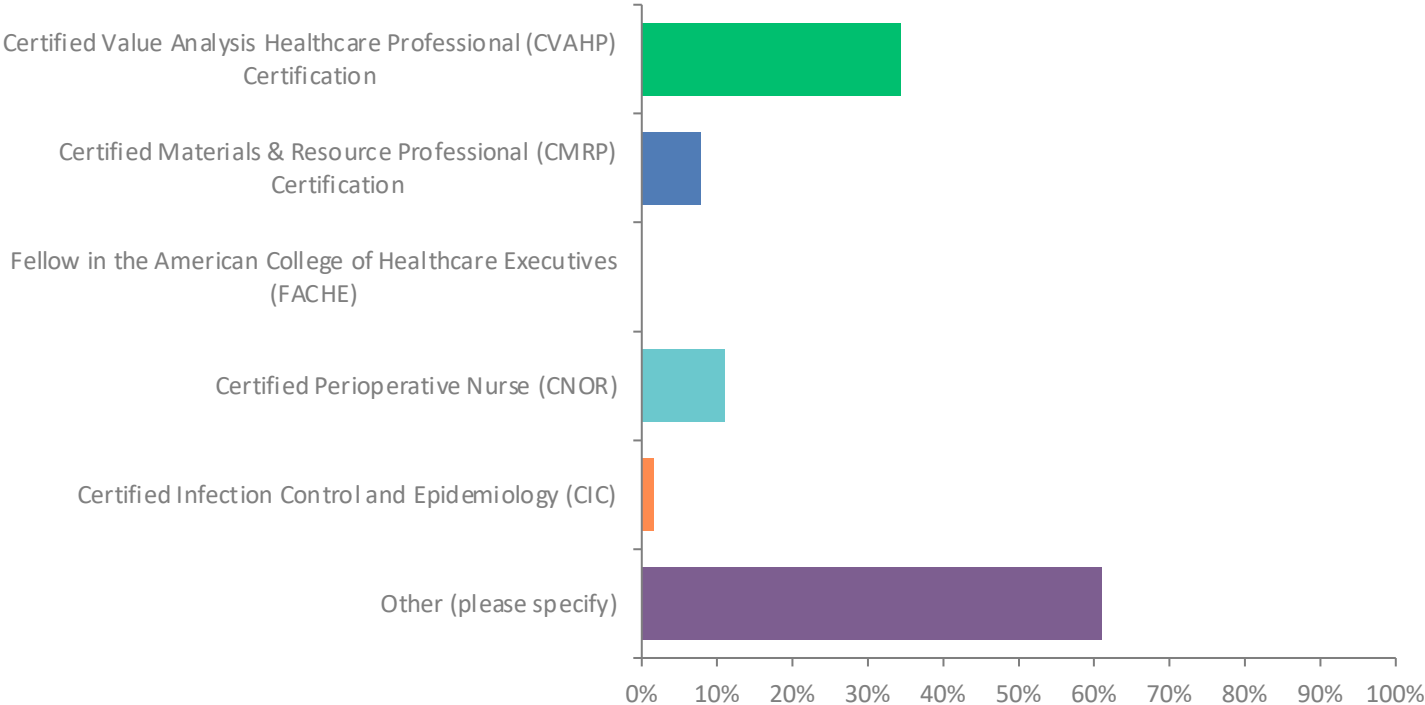
Q14: What is your highest level of education?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Diploma	0.00%
Associate's Degree	4.69%
Bachelor's Degree	29.69%
Master's Degree	62.50%
Post-Master's Education	0.00%
Doctorate/Professional Degree	3.12%
TOTAL	

Q15: Which of the following certifications do you currently hold?

Answered: 1,729 Skipped: 0



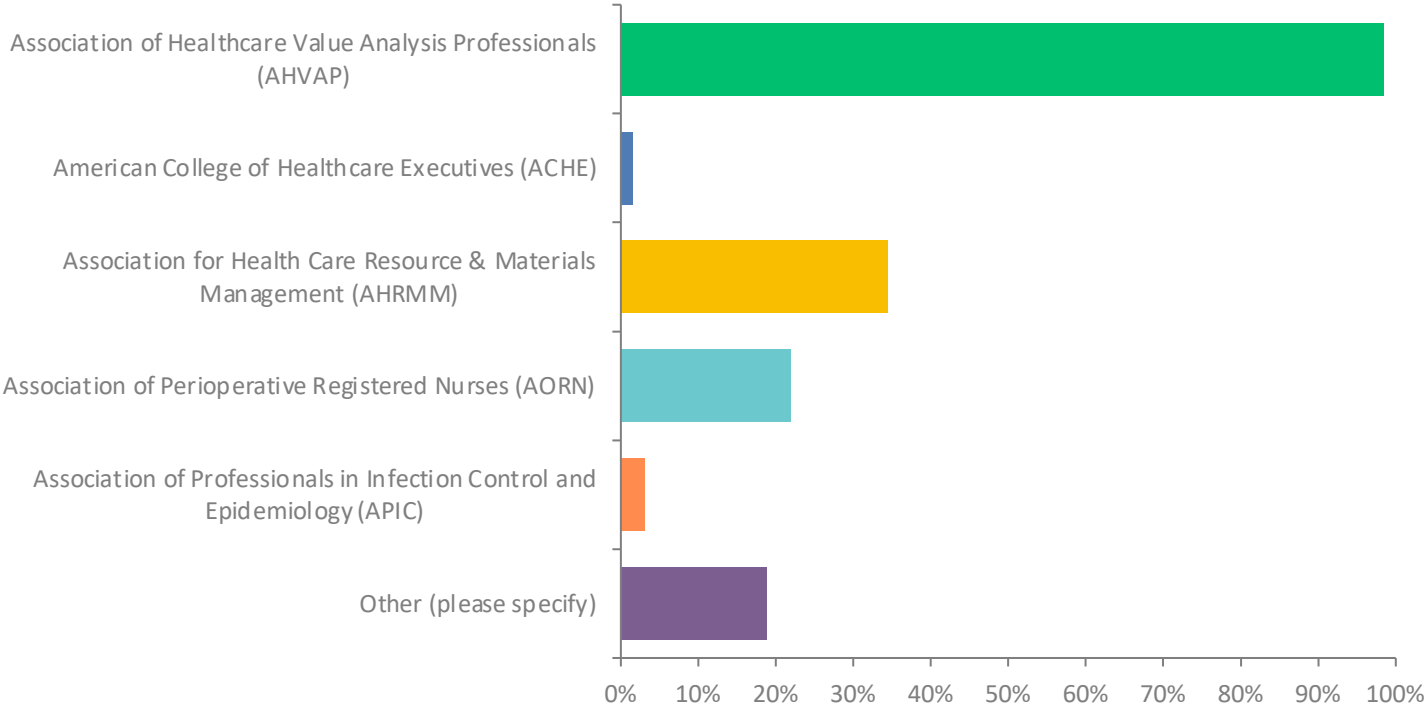
Q15: Which of the following certifications do you currently hold?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Certified Value Analysis Healthcare Professional (CVAHP) Certification	34.38%
Certified Materials & Resource Professional (CMRP) Certification	7.81%
Fellow in the American College of Healthcare Executives (FACHE)	0.00%
Certified Perioperative Nurse (CNOR)	10.94%
Certified Infection Control and Epidemiology (CIC)	1.56%
Other (please specify)	60.94%
TOTAL	

Q16: Which of the following organizations are you currently a member of?

Answered: 1,729 Skipped: 0



Q16: Which of the following organizations are you currently a member of?

Answered: 1,729 Skipped: 0

ANSWER CHOICES	RESPONSES
Association of Healthcare Value Analysis Professionals (AHVAP)	98.44%
American College of Healthcare Executives (ACHE)	1.56%
Association for Health Care Resource & Materials Management (AHRMM)	34.38%
Association of Perioperative Registered Nurses (AORN)	21.88%
Association of Professionals in Infection Control and Epidemiology (APIC)	3.12%
Other (please specify)	18.75%
TOTAL	

Q17: How would you rate the resilience level of your current healthcare value analysis and clinical supply chain program?

Answered: 1,710 Skipped: 19



Q17: How would you rate the resilience level of your current healthcare value analysis and clinical supply chain program?

Answered: 1,710 Skipped: 19

	1	2	3	4	5	TOTAL	WEIGHTED AVERAGE
★	0.00%	6.38%	36.17%	34.04%	23.40%	1,710	3.74

Q18: How would you rate the resilience level of your supplier partners in terms of inventory and distribution availability of critical products?

Answered: 1,710 Skipped: 19



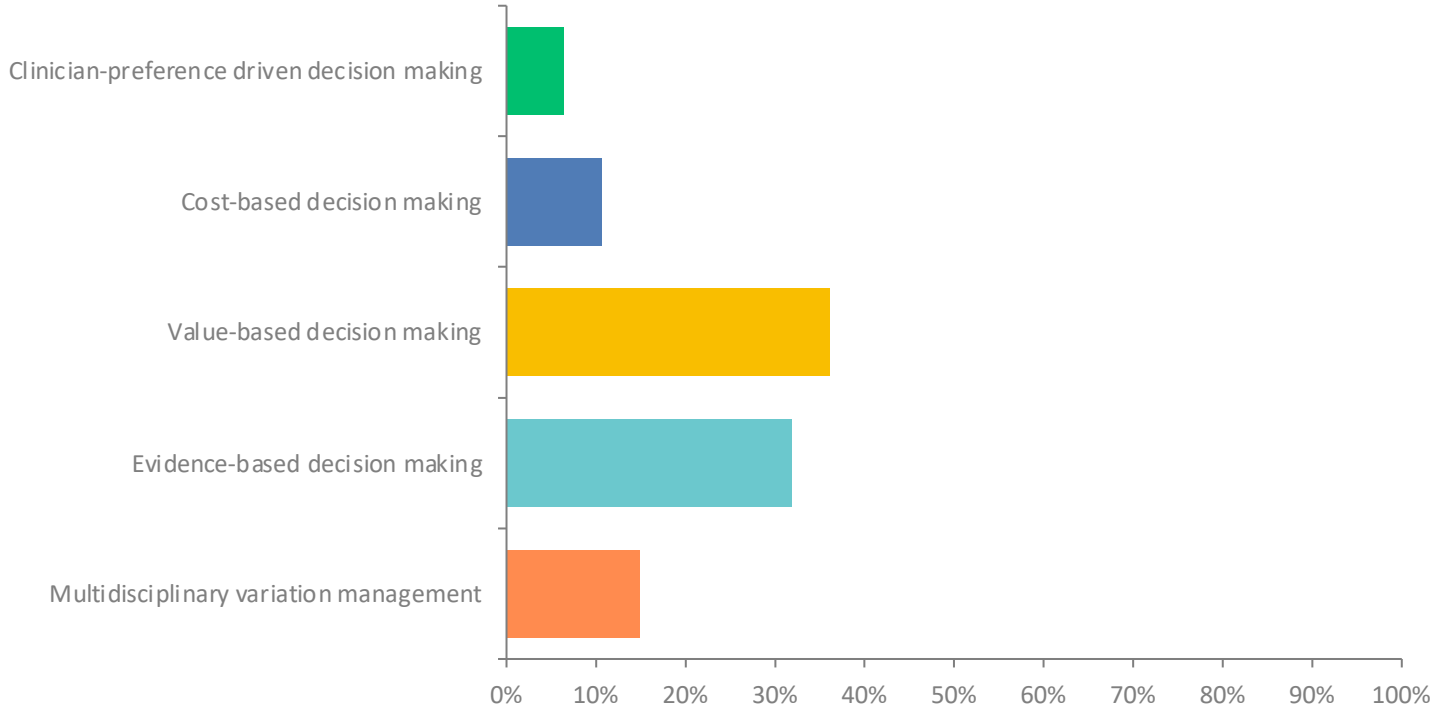
Q18: How would you rate the resilience level of your supplier partners in terms of inventory and distribution availability of critical products?

Answered: 1,710 Skipped: 19

	1	2	3	4	5	TOTAL	WEIGHTED AVERAGE
★	0.00%	10.64%	38.30%	44.68%	6.38%	1,710	3.47

Q19: How would you rate the overall maturity of your Healthcare Value Analysis Process as of TODAY using the graphic below as a reference point?

Answered: 1,710 Skipped: 19



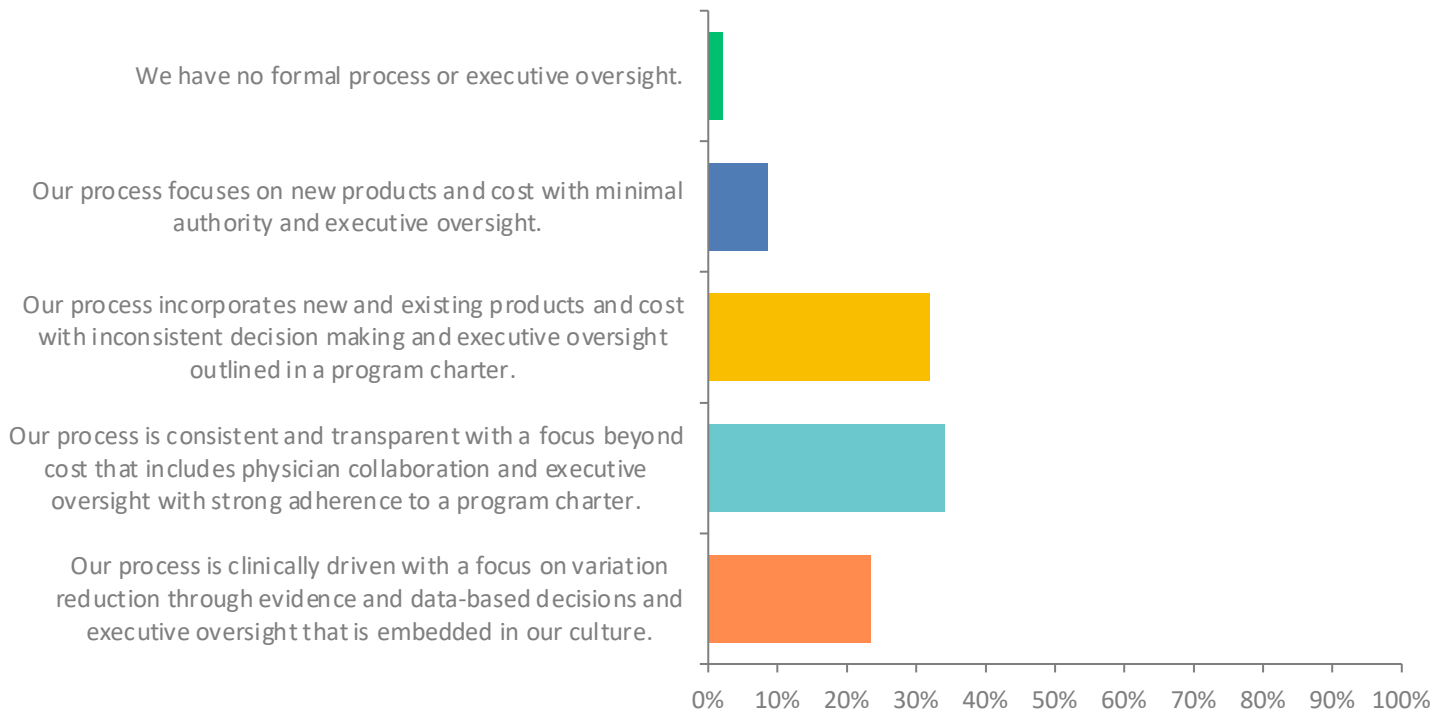
Q19: How would you rate the overall maturity of your Healthcare Value Analysis Process as of TODAY using the graphic below as a reference point?

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Clinician-preference driven decision making	6.38%
Cost-based decision making	10.64%
Value-based decision making	36.17%
Evidence-based decision making	31.91%
Multidisciplinary variation management	14.89%
TOTAL	

Q20: Please select the statement that is most representative of your current state of value analysis processes. This section pertains to GOVERNANCE, DECISION-MAKING, and the KEY FOCUS AREAS of your value analysis program.

Answered: 1,710 Skipped: 19



Q20: Please select the statement that is most representative of your current state of value analysis processes. This section pertains to GOVERNANCE, DECISION-MAKING, and the KEY FOCUS AREAS of your value analysis program.

Answered: 1,710 Skipped: 19

ANSWER CHOICES

RESPONSES

We have no formal process or executive oversight.

2.13%

Our process focuses on new products and cost with minimal authority and executive oversight.

8.51%

Our process incorporates new and existing products and cost with inconsistent decision making and executive oversight outlined in a program charter.

31.91%

Our process is consistent and transparent with a focus beyond cost that includes physician collaboration and executive oversight with strong adherence to a program charter.

34.04%

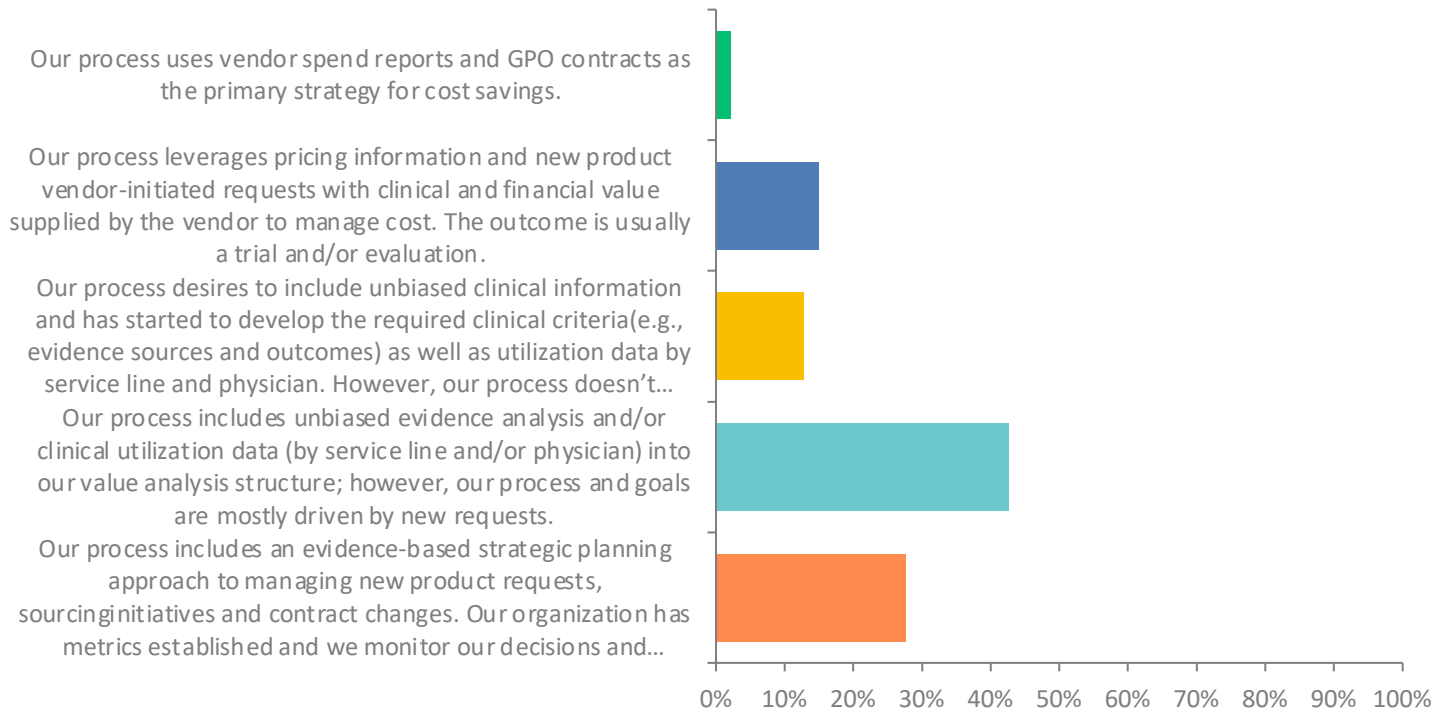
Our process is clinically driven with a focus on variation reduction through evidence and data-based decisions and executive oversight that is embedded in our culture.

23.40%

TOTAL

Q21: Please select the statement most representative of your current value analysis processes. This section pertains to the TYPES OF EVIDENCE which can both be clinical (peer-reviewed literature & trials, outcomes, safety data, guidelines, and physician utilization) and financial data (pricing, volume, reimbursement) used to make value analysis decisions.

Answered: 1,710 Skipped: 19



Q21: Please select the statement most representative of your current value analysis processes. This section pertains to the TYPES OF EVIDENCE which can both be clinical (peer-reviewed literature & trials, outcomes, safety data, guidelines, and physician utilization) and financial data (pricing, volume, reimbursement) used to make value analysis decisions.

Answered: 1,710 Skipped: 19

ANSWER CHOICES

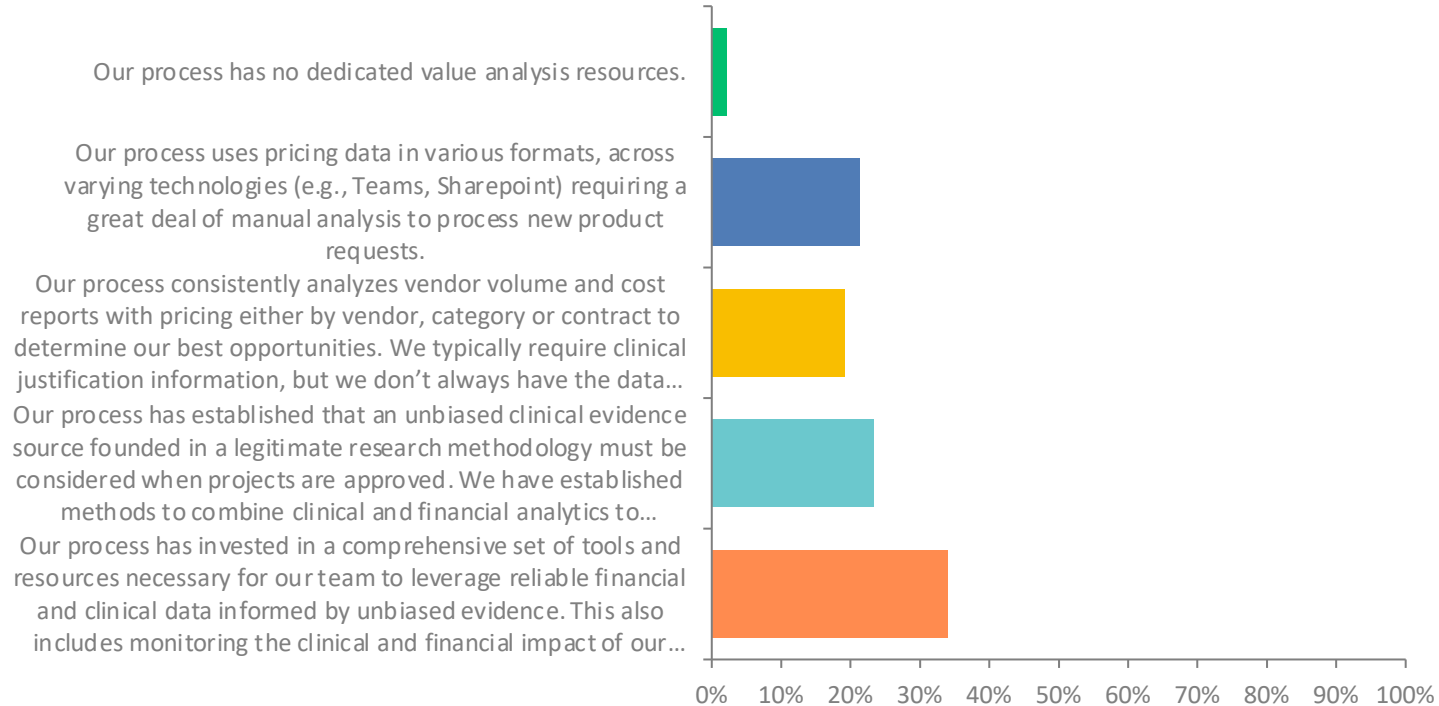
RESPONSES

Our process uses vendor spend reports and GPO contracts as the primary strategy for cost savings.	2.13%
Our process leverages pricing information and new product vendor-initiated requests with clinical and financial value supplied by the vendor to manage cost. The outcome is usually a trial and/or evaluation.	14.89%
Our process desires to include unbiased clinical information and has started to develop the required clinical criteria(e.g., evidence sources and outcomes) as well as utilization data by service line and physician. However, our process doesn't consistently present clinical or utilization data.	12.77%
Our process includes unbiased evidence analysis and/or clinical utilization data (by service line and/or physician) into our value analysis structure; however, our process and goals are mostly driven by new requests.	42.55%
Our process includes an evidence-based strategic planning approach to managing new product requests, sourcing initiatives and contract changes. Our organization has metrics established and we monitor our decisions and track compliance with course correction as appropriate. We report the results of our decisions to the C-suite to align budget expectations.	27.66%

TOTAL

Q22: Please select the statement that is most representative of the current state of your value analysis processes. This section delves into the RESOURCES (both people and technology solutions) utilized by value analysis to meet the value analysis process requirements in an organization.

Answered: 1,710 Skipped: 19



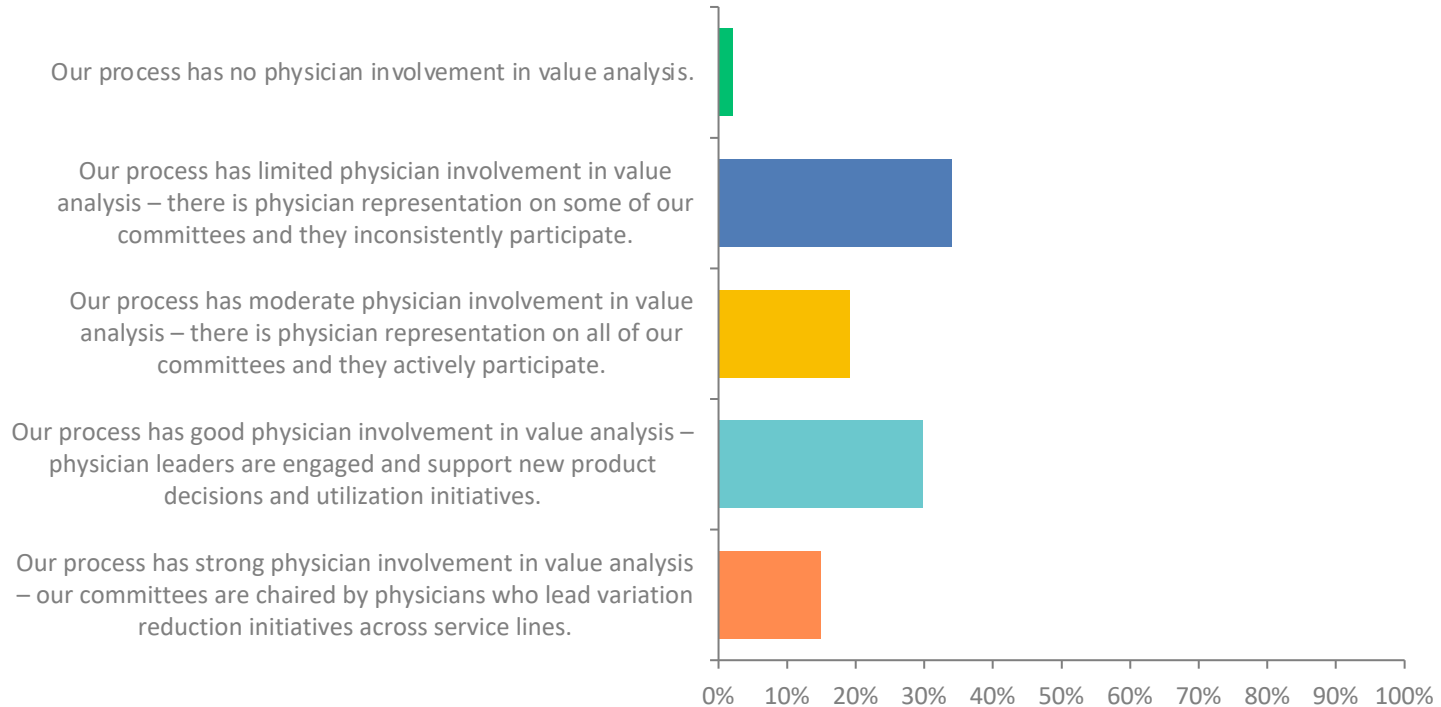
Q22: Please select the statement that is most representative of the current state of your value analysis processes. This section delves into the RESOURCES (both people and technology solutions) utilized by value analysis to meet the value analysis process requirements in an organization.

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Our process has no dedicated value analysis resources.	2.13%
Our process uses pricing data in various formats, across varying technologies (e.g., Teams, Sharepoint) requiring a great deal of manual analysis to process new product requests.	21.28%
Our process consistently analyzes vendor volume and cost reports with pricing either by vendor, category or contract to determine our best opportunities. We typically require clinical justification information, but we don't always have the data needed to understand applicable physician utilization details.	19.15%
Our process has established that an unbiased clinical evidence source founded in a legitimate research methodology must be considered when projects are approved. We have established methods to combine clinical and financial analytics to support our decisions.	23.40%
Our process has invested in a comprehensive set of tools and resources necessary for our team to leverage reliable financial and clinical data informed by unbiased evidence. This also includes monitoring the clinical and financial impact of our decisions. Our multidisciplinary team understands the research methodology, clinical and financial data and uses these data outputs to have meaningful conversations with our clinicians.	34.04%
TOTAL	

Q23: Please select the statement that is most representative of your current state of value analysis processes. This section pertains to PHYSICIAN ENGAGEMENT AND PARTICIPATION in the value analysis program.

Answered: 1,710 Skipped: 19



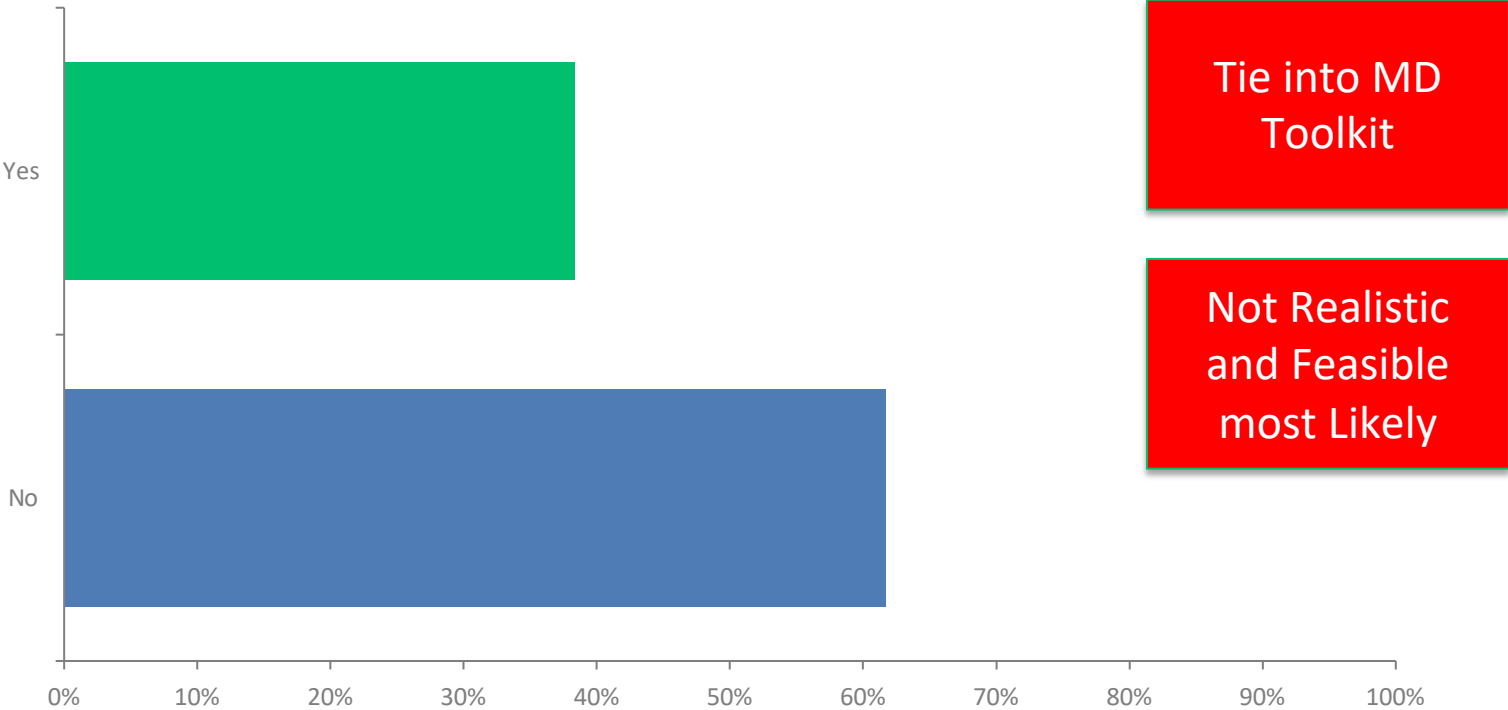
Q23: Please select the statement that is most representative of your current state of value analysis processes. This section pertains to PHYSICIAN ENGAGEMENT AND PARTICIPATION in the value analysis program.

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Our process has no physician involvement in value analysis.	2.13%
Our process has limited physician involvement in value analysis – there is physician representation on some of our committees and they inconsistently participate.	34.04%
Our process has moderate physician involvement in value analysis – there is physician representation on all of our committees and they actively participate.	19.15%
Our process has good physician involvement in value analysis – physician leaders are engaged and support new product decisions and utilization initiatives.	29.79%
Our process has strong physician involvement in value analysis – our committees are chaired by physicians who lead variation reduction initiatives across service lines.	14.89%
TOTAL	

Q24: Do you currently have a Medical Director dedicated to value analysis?

Answered: 1,710 Skipped: 19



Q24: Do you currently have a Medical Director dedicated to value analysis?

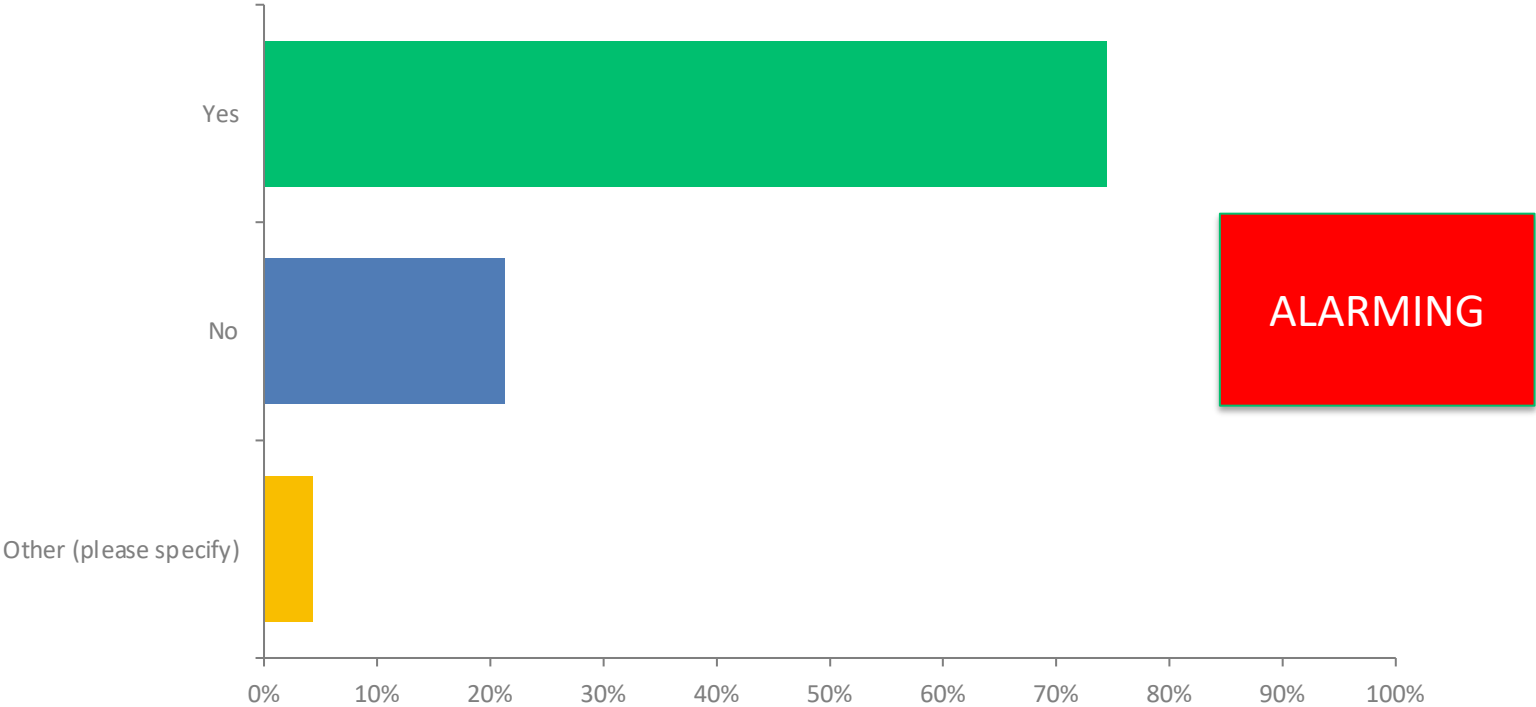
Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Yes	38.30%
No	61.70%
TOTAL	

Tie into MD
Toolkit

Q25: Do you have an annual organizational savings target that is tied to the organizational budget and visible to the entire supply chain operations team?

Answered: 1,710 Skipped: 19



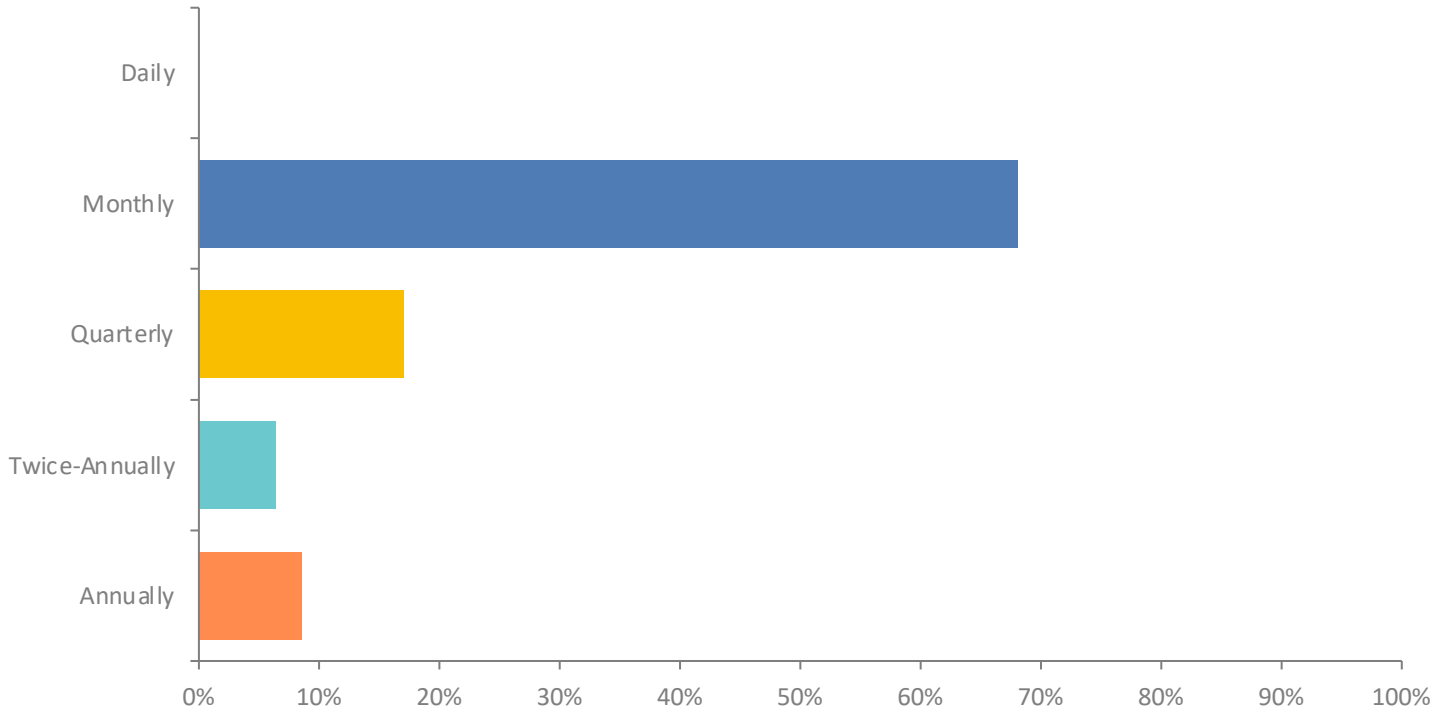
Q25: Do you have an annual organizational savings target that is tied to the organizational budget and visible to the entire supply chain operations team?

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Yes	74.47%
No	21.28%
Other (please specify)	4.26%
TOTAL	

Q26: How frequently do you report out on progress against your savings targets?

Answered: 1,710 Skipped: 19



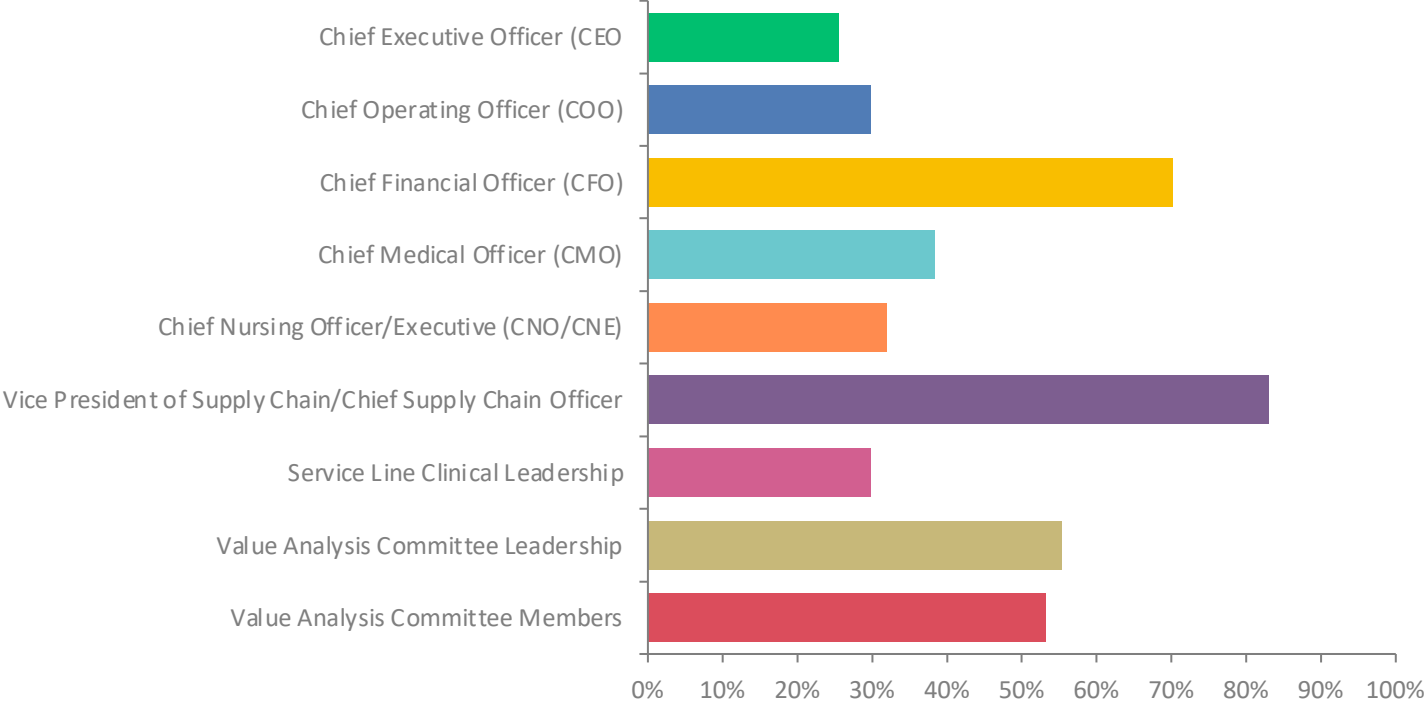
Q26: How frequently do you report out on progress against your savings targets?

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Daily	0.00%
Monthly	68.09%
Quarterly	17.02%
Twice-Annually	6.38%
Annually	8.51%
TOTAL	

Q27: Whom do you report savings progress and targets to at your specified cadence (check all that apply)?

Answered: 1,710 Skipped: 19



Q27: Whom do you report savings progress and targets to at your specified cadence (check all that apply)?

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Chief Executive Officer (CEO)	25.53%
Chief Operating Officer (COO)	29.79%
Chief Financial Officer (CFO)	70.21%
Chief Medical Officer (CMO)	38.30%
Chief Nursing Officer/Executive (CNO/CNE)	31.91%
Vice President of Supply Chain/Chief Supply Chain Officer	82.98%
Service Line Clinical Leadership	29.79%
Value Analysis Committee Leadership	55.32%
Value Analysis Committee Members	53.19%
TOTAL	

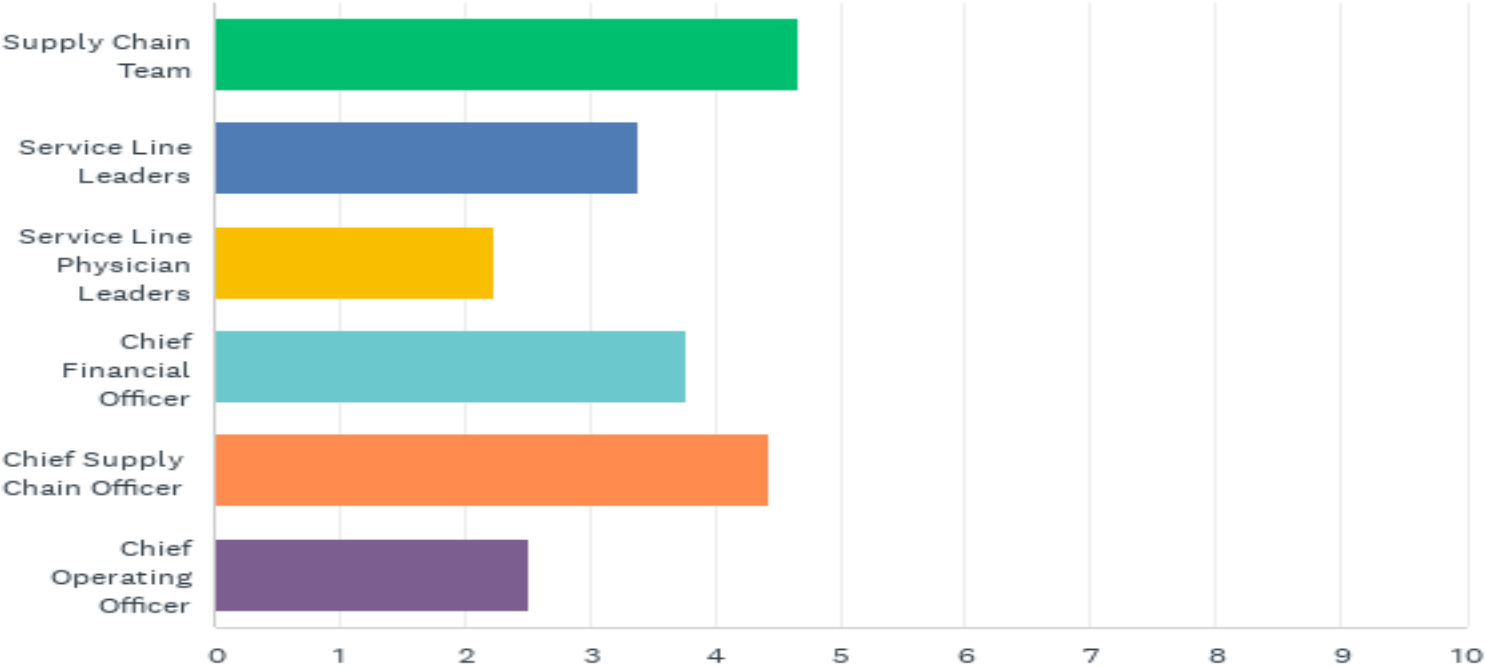
Need for Increased
Financial Acumen in
VA Specialty

Balanced Scorecard
to Broadly Share
Results Across IDN

Opportunity for VA
to Share at BOD
Level

Q28: Please rank in order who is most accountable for meeting savings targets.

Answered: 1,710 Skipped: 19

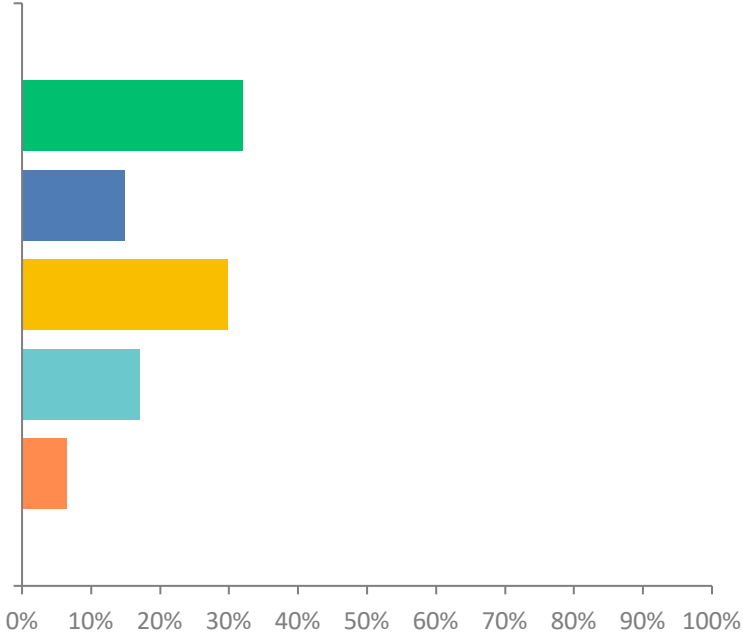


Q29: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19

We have a rigorous process for tying savings to our value analysis and supply chain initiatives involving detailed financial projections, which are regularly (at least quarterly) audited and adjusted to reflect true spend/savings amounts.

Over 50% of Programs are not tying the VA program to a savings



Strongly Agree Agree Neutral Disagree Strongly Disagree

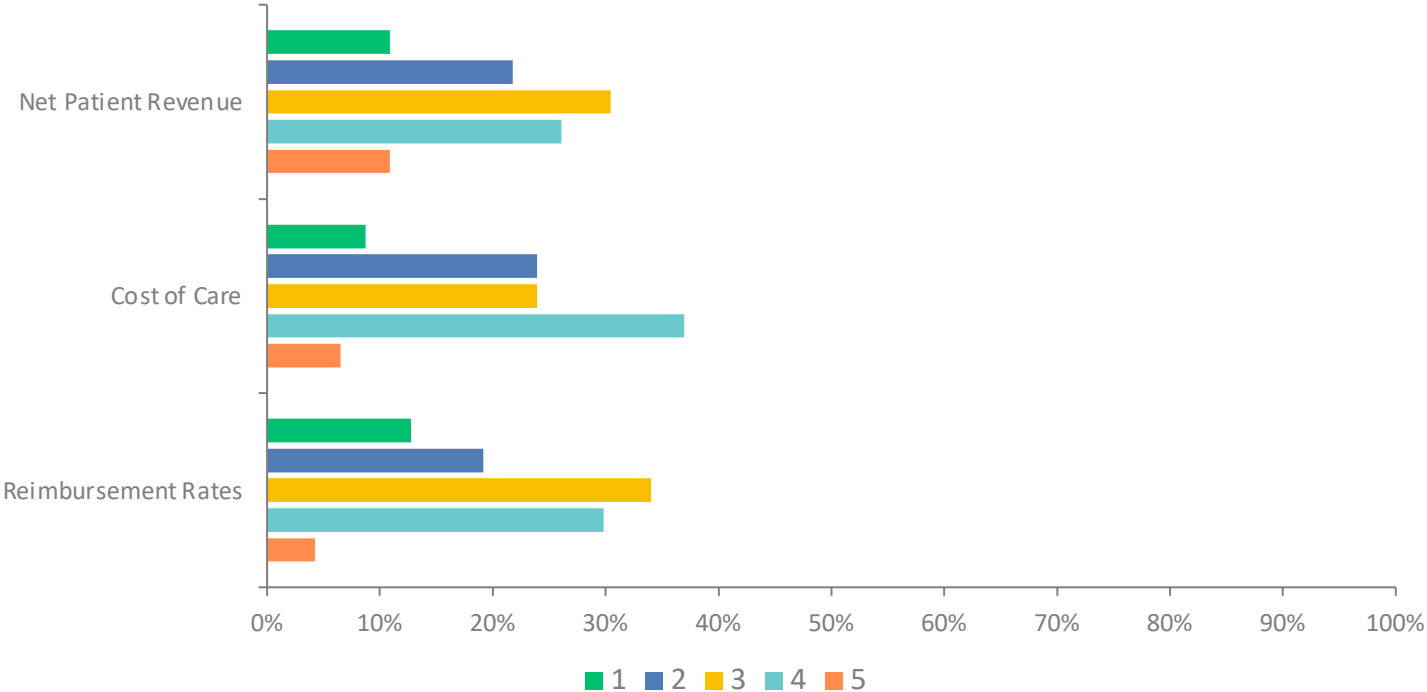
Q29: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19

	STRONGLY AGREE	AGREE	NEUTRAL	DISAGREE	STRONGLY DISAGREE	WEIGHTED AVERAGE
We have a rigorous process for tying savings to our value analysis and supply chain initiatives involving detailed financial projections, which are regularly (at least quarterly) audited and adjusted to reflect true spend/savings amounts.	31.91%	14.89%	29.79%	17.02%	6.38%	2.51

Q30: On a scale of 1-5, with 1 being "not at all" and 5 being "extremely", how confident is your understanding of your organization's financial indicators below?

Answered: 1,710 Skipped: 19



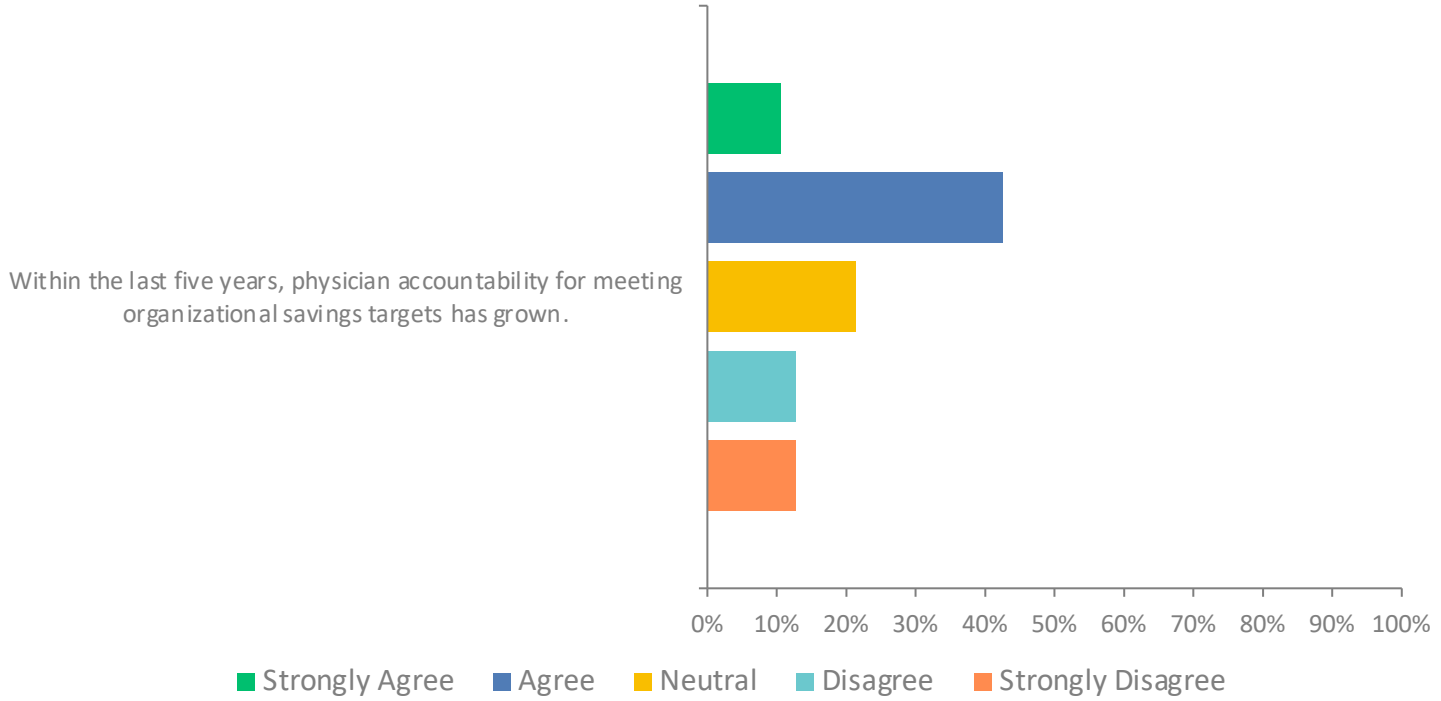
Q30: On a scale of 1-5, with 1 being "not at all" and 5 being "extremely", how confident is your understanding of your organization's financial indicators below?

Answered: 1,710 Skipped: 19

	1	2	3	4	5	WEIGHTED AVERAGE
Net Patient Revenue	10.87%	21.74%	30.43%	26.09%	10.87%	3.04
Cost of Care	8.70%	23.91%	23.91%	36.96%	6.52%	3.09
Reimbursement Rates	12.77%	19.15%	34.04%	29.79%	4.26%	2.94

Q31: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19



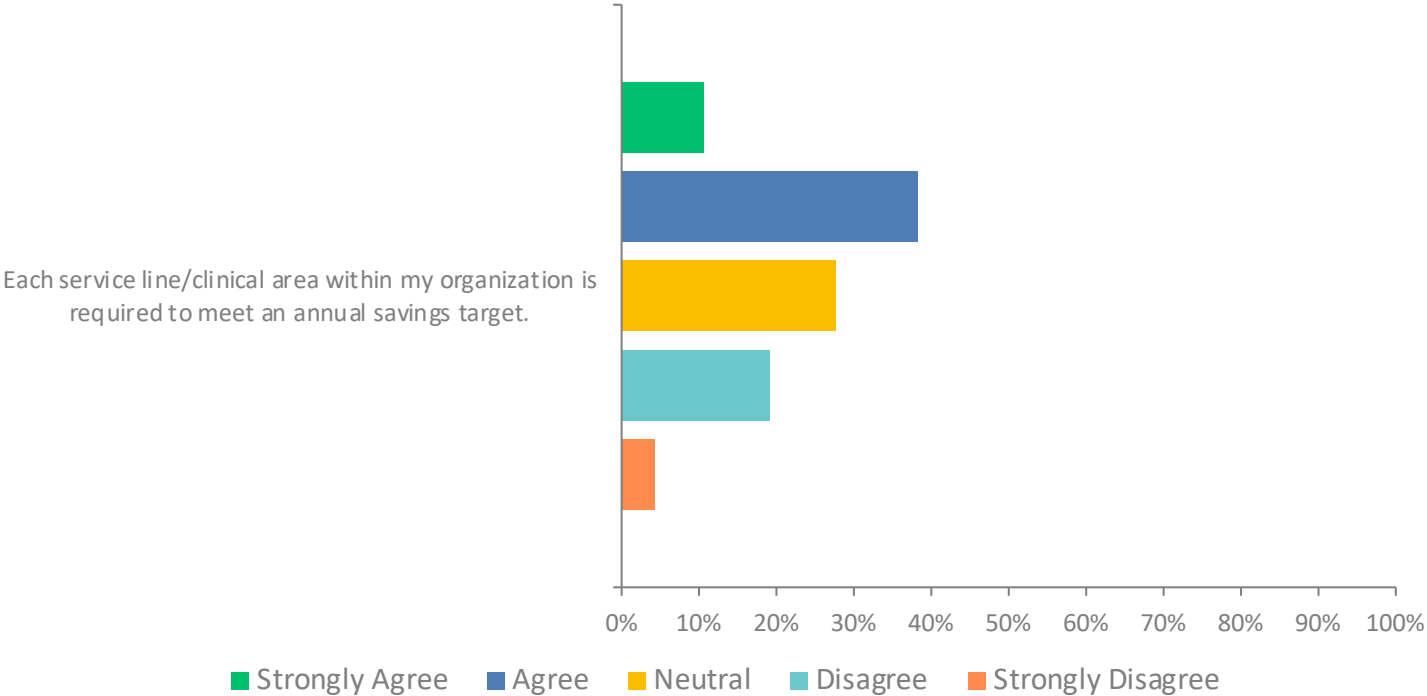
Q31: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19

	STRONGLY AGREE	AGREE	NEUTRAL	DISAGREE	STRONGLY DISAGREE	WEIGHTED AVERAGE
Within the last five years, physician accountability for meeting organizational savings targets has grown.	10.64%	42.55%	21.28%	12.77%	12.77%	2.74

Q32: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19



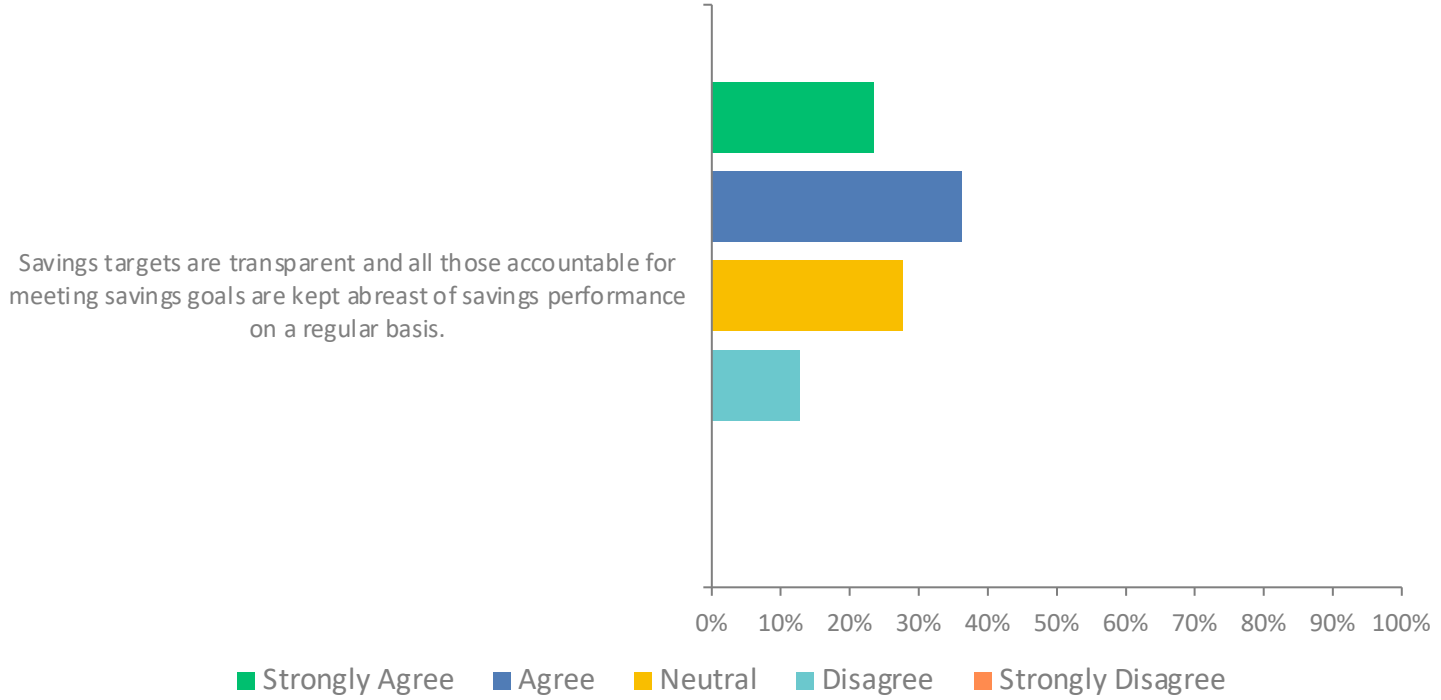
Q32: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19

	STRONGLY AGREE	AGREE	NEUTRAL	DISAGREE	STRONGLY DISAGREE	WEIGHTED AVERAGE
Each service line/clinical area within my organization is required to meet an annual savings target.	10.64%	38.30%	27.66%	19.15%	4.26%	2.68

Q33: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19



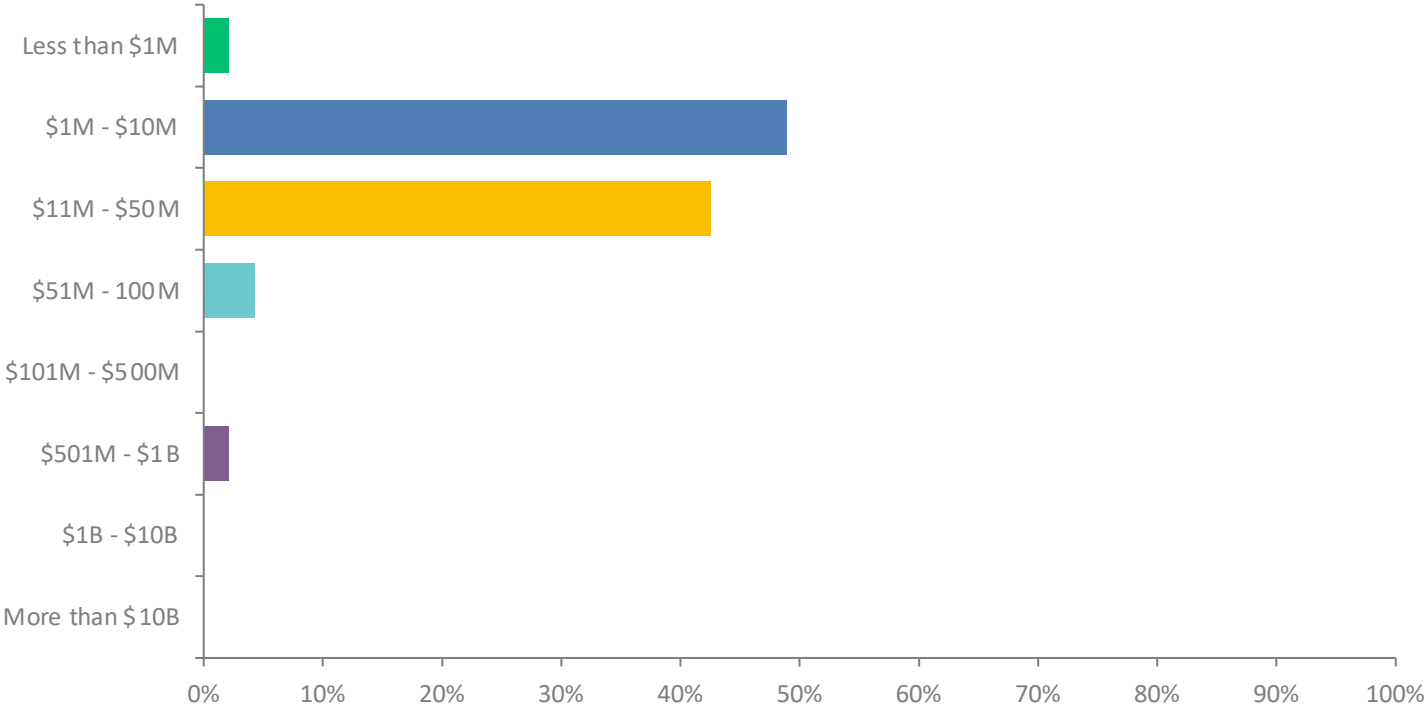
Q33: Please indicate to what extent you agree with the following statement:

Answered: 1,710 Skipped: 19

	STRONGLY AGREE	AGREE	NEUTRAL	DISAGREE	STRONGLY DISAGREE	WEIGHTED AVERAGE
Savings targets are transparent and all those accountable for meeting savings goals are kept abreast of savings performance on a regular basis.	23.40%	36.17%	27.66%	12.77%	0.00%	2.30

Q34: What is your organization's estimated savings total for this fiscal year that the supply chain team is accountable for (Answers in USD)?

Answered: 1,710 Skipped: 19



Q34: What is your organization's estimated savings total for this fiscal year that the supply chain team is accountable for (Answers in USD)?

Answered: 1,710 Skipped: 19

ANSWER CHOICES	RESPONSES
Less than \$1M	2.13%
\$1M - \$10M	48.94%
\$11M - \$50M	42.55%
\$51M - 100M	4.26%
\$101M - \$500M	0.00%
\$501M - \$1B	2.13%
\$1B - \$10B	0.00%
More than \$10B	0.00%
TOTAL	