



We Drive
Meaningful Savings
Right To Your
Bottom Line.

How Vitalyze is helping hospitals, care centers, and healthcare facilities **offset their largest, non-labor expense category.**

There's not a healthcare system that wouldn't benefit from driving savings to the bottom line, including yours. Vitalyze is a tech-centric pharmaceutical rebate aggregator that partners with healthcare entities to secure rebates on the drugs you utilize.

We collect drug administration data that does not include PHI from your organization and using our proprietary ingestion algorithm, we clean, categorize, aggregate, and audit the information to ensure it is complete and meets every standard for compliance.

Our proprietary software technology plays a crucial role in identifying rebates. With a fee structure that is 100% contingent on collections, we are aligned with our clients in a common goal of maximizing rebates.

The **Vitalyze** Story

Founded in 2016, Vitalyze was among the first to leverage technology with industry knowledge to aggregate pharmaceutical administration data and look for missed opportunities to secure rebates. From our beginning, Vitalyze has been an innovative force in helping hospitals, care centers, and health systems offset rising costs with rebates on industry-leading drugs. Today, we are leading the way.

At Vitalyze, we are laser-focused on securing drug rebates and saving you as much money as possible. Using our proprietary algorithm, we help our clients unlock significant savings without altering their operations, making new investments, or assuming any risk. We make money when you make money and only then. It's the very definition of win-win.



There Are **Huge Rebates** Not Being Realized

Imagine the good you could do with significant savings on the cost of pharmaceuticals. At a time when the cost of healthcare operations is soaring, the Vitalyze mission is to help our partners increase the value of the medication you purchase by offsetting cost with rebates. When that happens, three extraordinary benefits arise:



Better Patient Care

The focus of every medical professional is providing exceptional care, not navigating the intricacies of drug pricing. By providing high-value pharmaceutical rebates to hospitals, care centers, and health organizations, we help increase your financial flexibility allowing you to do more of what you do best.



Uncompromised Solutions

When it comes to providing excellent care, offsetting a major expense is always beneficial. Rebates for specific drugs through Vitalyze helps provide access to cost-effective medication allowing you and your team to prescribe leading solutions regardless of price.



Long-Term Financial Stability

Vitalyze has facilitated more than 30 consecutive quarterly rebates ranging from 1-10% of GPO drug spend. Hospitals, care centers, and health systems lack the resources, contracting, and structure to secure the kind of meaningful drug rebates that can energize your bottom line.



When You Pay Less For Medications You Can Do So Much More

Here are three real-world examples of how Vitalyze has helped three health systems, both medium, and large recover rebates to help offset expenses.



CASE STUDY 1 MEDIUM HEALTHCARE IDN

Created from the merger of two major hospitals, this medium-sized health system Vitalyze serves now includes more than 130 sites of care providing a wide range of clinical, educational, preventive, and social programs. While the mission of the organization is to improve the health status of the patients they serve, as a not-for-profit health system, they are also acutely aware of the rising cost of healthcare and their responsibility to balance excellent care with their own financial health.

In 2023, the total yearly inpatient pharmaceutical spend for the entire IDN was budgeted at \$25 million. Through our relationships and hard work, Vitalyze was able to secure lucrative rebates that saved the IDN an average quarterly saving of \$282,592 and an overall annual saving of more than \$1.13 million. These savings represent an opportunity for the organization to invest back into staff, better equipment, and better care.

Vitalyze is proud to count as a client one of the country's leading university health systems. It's one of the largest networks of physicians in the country and paired with the university's outstanding medical school, the health system gives patients access to leading-edge medicine and treatment options that are available first, and often only, at our client's facilities.

As an academic health center and teaching hospital, responsible inpatient pharmaceutical spending is always top of mind. Breakthrough research and high-quality patient care are expensive, and that organization was committed to finding effective ways to save money without having to cut corners on patient care.

Vitalyze was able to secure average quarterly rebates totaling more than \$694,000 with an annual savings of nearly \$2.78 million – more than 2.1 percent of the system's \$127.5 million total yearly inpatient pharmaceutical spend.



CASE STUDY 2 LARGE TEACHING HOSPITAL



CASE STUDY 3 LARGE MEDICAL IDN

One of Vitalyze's most prominent clients is a large medical IDN with more than 65,000 staff members taking care of more than 1.3 million health plan members at 21 hospitals and more than 300 ambulatory units. Similar to most systems, every quarter, the rising cost of health care threatens the quality of care the system can deliver to its patients. The system's total yearly inpatient pharmaceutical spend alone is more than \$162 million.

For a single year, Vitalyze is on track to secure enough rebates to save the health system more than \$4.84 million on the drugs they were already buying. Money that dropped right to the bottom line to be invested in other high-growth opportunities.

**3 clients,
\$8.75 million
saved.**

What could you do with an extra \$1 to 5 million a year?

System—Type	Estimated Yearly Inpatient Drug Spend	Average Quarterly Rebate	Average Yearly Rebate	% Savings on Inpatient Drug Spend Cost
Med IDN	\$ 25,000,000	\$ 282,592	\$ 1,130,368	5%
Large Teaching	\$ 127,500,000	\$ 694,065	\$ 2,776,260	3%
Large IDN	\$162,000,000	\$1,207,937	\$ 4,841,748	3%

We are making patient care more affordable, one rebate at a time.

Bottom line – you are paying too much for drugs. Vitalyze makes industry-leading prescription drugs more affordable by getting you robust rebates from drug manufacturers. That’s where we make a difference.

With the exception of labor, inpatient pharmaceutical spend is one of the largest expenses for any hospital, care center, or health system. Every day at Vitalyze, our team of data scientists, pharmacists, and other industry experts use our proprietary technology to identify the differences between the drug rebates offered by pharmaceutical manufacturers and the prices you are currently paying for medication. Then, we go to work securing your rebates to offset the difference.

Typically, adding an initiative to improve financial margin would require an investment in new equipment or significant modifications to current operations. Then there’s finding people with the time and experience to manage everything. More often than not, the cost and effort are prohibitive. That’s where Vitalyze can help.

Our experts work directly with your team to find and manage valuable pharmaceutical rebates, and we file the administration data on your behalf. Your existing supplier relationships and procurement strategies remain completely unchanged. The only thing that changes is an overall reduction of your inpatient pharmaceutical spend. All with ZERO upfront investment.

By helping hospitals, care centers, and other healthcare providers recoup portions of their inpatient pharmaceutical spending, we enable a more cost-effective, patient-centric, and outcome-driven approach that sustainably improves the quality of care.

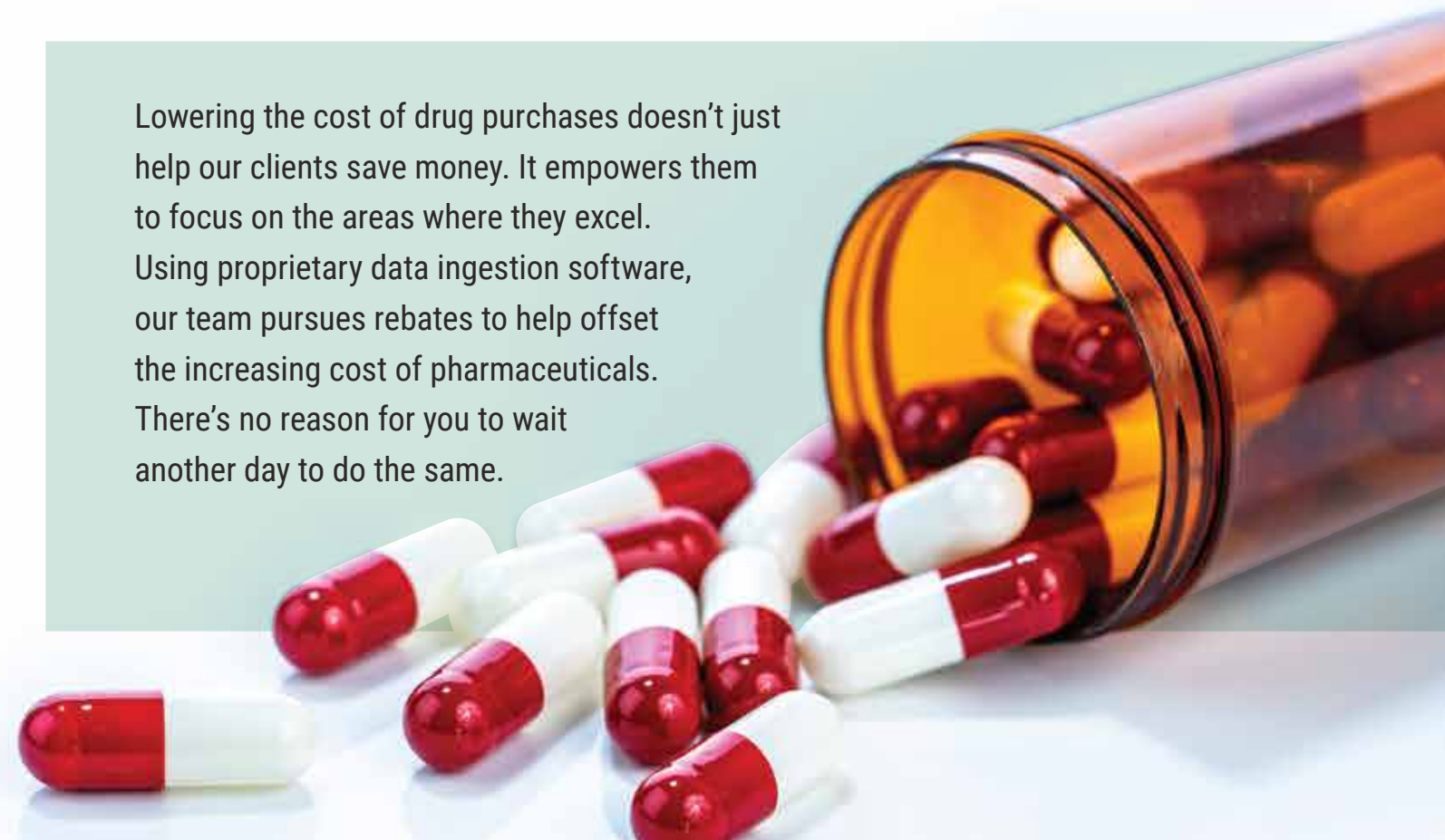
There are millions of dollars in rebates available from drug manufacturers across the country. It’s time to empower Vitalyze to go secure your share of them.



Are You Ready To **Transform** Your Bottom Line?

VITALYZE

Lowering the cost of drug purchases doesn’t just help our clients save money. It empowers them to focus on the areas where they excel. Using proprietary data ingestion software, our team pursues rebates to help offset the increasing cost of pharmaceuticals. There’s no reason for you to wait another day to do the same.





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