

Missouri University Health Care – Spinal Implant

SPINAL IMPLANTS- OBJECTIVES

Access

Enhance/Optimize access that aligns with patient needs
Support best practices

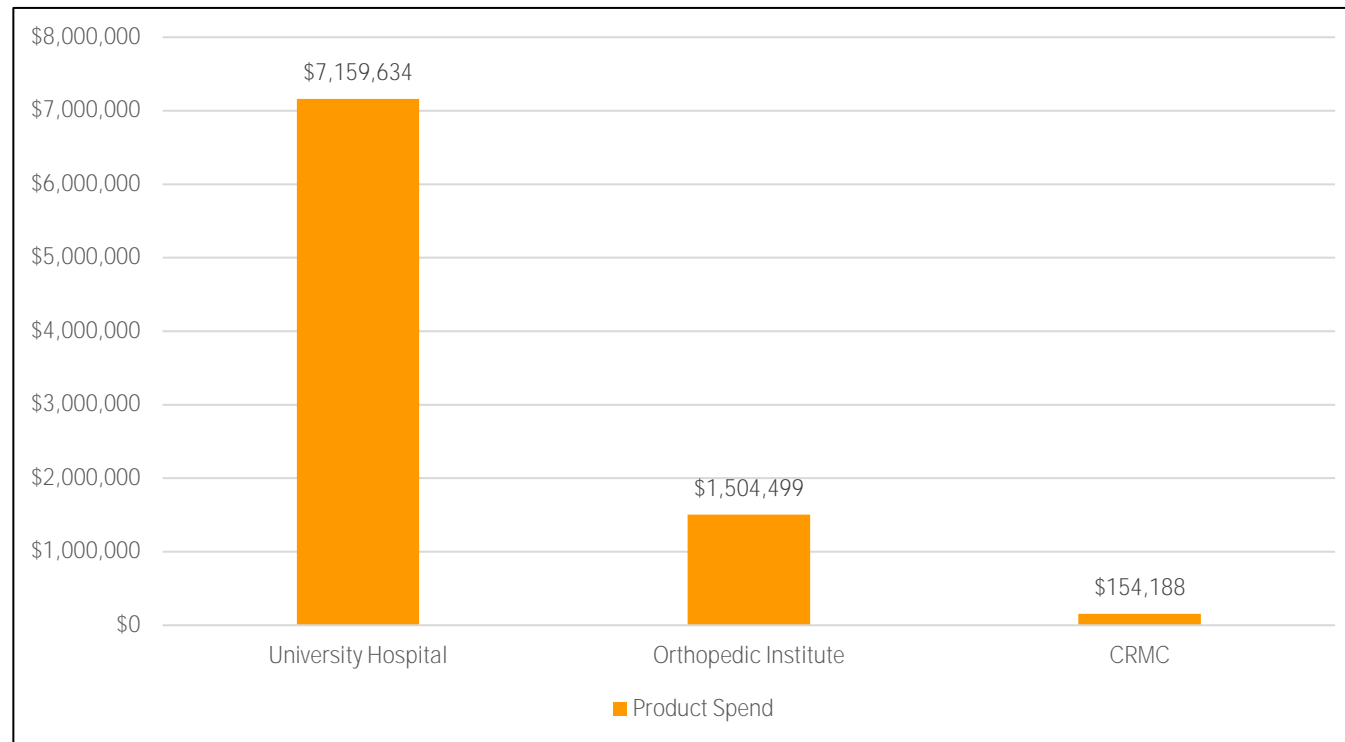
Price

Pricing targets have been set with surgeon advisor input and direction
Price parity across facilities by technology and vendor
All pricing will be shared with surgeon advisors
Any products or suppliers not meeting formulary may not be contracted

Financial viability is essential to sustain re-

SPEND & SHARE BY HOSPITAL Ì SPINAL IMPLANTS

Total Spend \$8,818,322
(does not include Navigation)



Data source: MUHC Invoice | Data date: Oct '23 – Sept '24 | Confidential

Spinal Implants

Defined Pricing Initiative

Fixed Formulary Pricing

No increases in product pricing will be accepted

Any product not meeting formulary is subject to not being contracted

2-year firm pricing agreement w 1 year option – all facilities

Surgeon/Hospital Leadership support has been received to proceed

Bid analysis will be shared with Surgeons/Hospital Leadership

Sample



Note: This is a defined pricing initiative. MUHC has worked directly with, and has gained support of, surgeon leadership for all pricing targets. Any supplier or product that exceeds expected pricing may not be contracted.

DOCUMENTS

ANTICIPATED SCHEDULE

Next Steps	Close Date
RFP release	1/10/25
Quiet Period document return deadline	1/24/25
Bid response deadline	2/10/25
Bid analysis & review with surgeons	
Follow-up discussions with vendors (as needed)	
Contracts executed	4/1/25

Suppliers requested to submit pricing on your entire spinal implant portfolio when submitting your response template.

Thank You

