

## Missouri University Health Care – Spinal Implant

# SPINAL IMPLANTS- OBJECTIVES

## Access

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

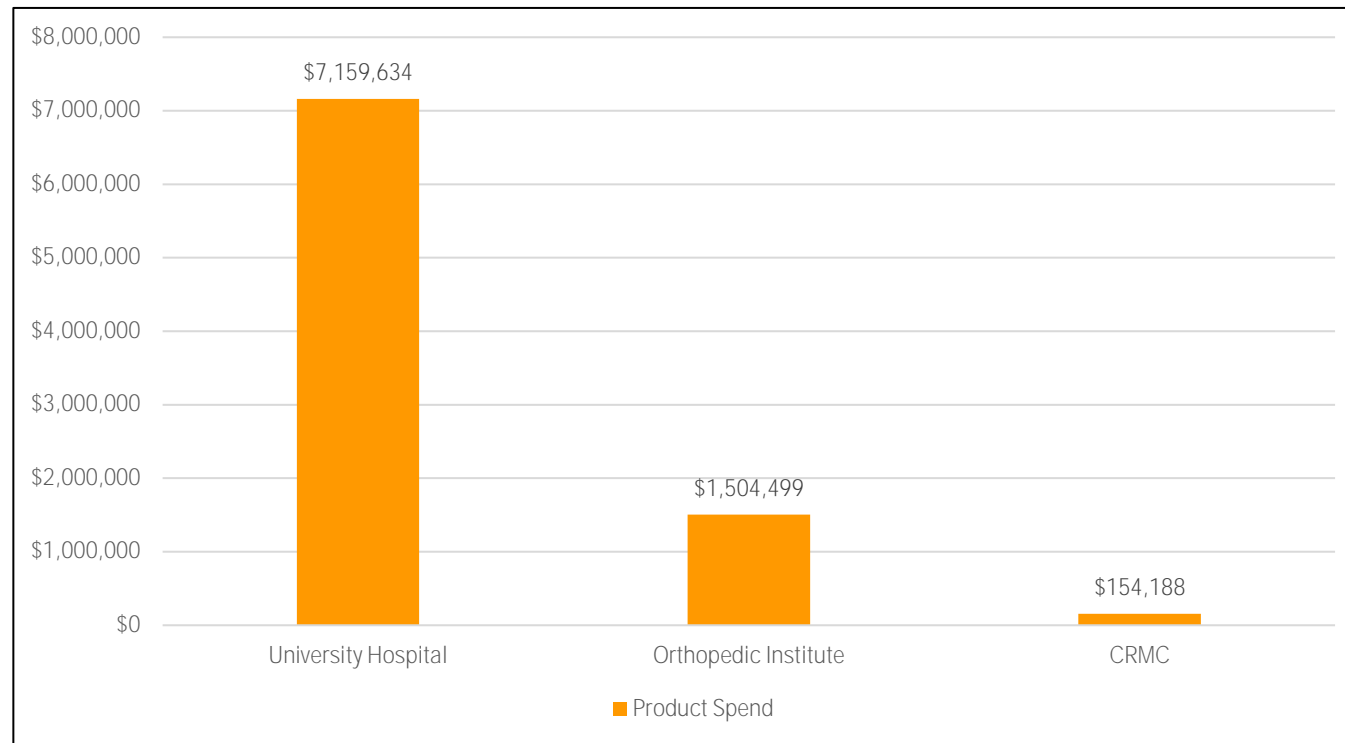
## Price

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**

