



Washington Township Health Care District

Board of Directors

Jacob Eapen, MD
William F. Nicholson, MD
Bernard Stewart, DDS
Michael J. Wallace
Jeannie Yee

BOARD OF DIRECTORS' MEETING

Monday, May 18, 2026 – 6:00 P.M.

Board Room of Washington Hospital, 2000 Mowry Avenue, Fremont and via Zoom

<https://whhs.zoom.us/j/96998009606?pwd=eth28tuzc68pcXRVkc6tsG3oA1Buia.1>

Passcode: 737651

Board Agenda and Packet can be found at:

[May 2026 | Washington Health](#)

AGENDA

PRESENTED BY:

- | | | |
|------|--|------------------------------------|
| I. | CALL TO ORDER & PLEDGE OF ALLEGIANCE | William Nicholson, MD
President |
| II. | ROLL CALL | Cheryl Renaud
District Clerk |
| III. | COMMUNICATIONS | |
| | A. Oral | |
| | <i>This opportunity is provided for persons in the audience to make a brief statement, not to exceed three (3) minutes on issues or concerns not on the agenda and within the subject matter of jurisdiction of the Board. "Request to Speak" cards should be filled out in advance and presented to the District Clerk. For the record, please state your name.</i> | |
| | B. Written | |
| IV. | CONSENT CALENDAR | William Nicholson, MD
President |
| | <i>Items listed under the Consent Calendar include reviewed reports and recommendations and are acted upon by one motion of the Board. Any Board Member or member of the public may remove an item for discussion before a motion is made.</i> | |
| | A. Consideration of Vizient Consultants for Purchased Services and Clinical Supplies | <i>Motion Required</i> |

- V. **ACTION**
- VI. **ANNOUNCEMENTS**
- VII. **ADJOURN TO CLOSED SESSION**
- A. Conference Involving Trade Secrets pursuant to Health & Safety Code Section 32106
- Strategic Planning
- B. Conference with Labor Negotiators pursuant to Government Code Section 54957.6; Agency designated representative: Kimberly Hartz,
- VIII. **RECONVENE TO OPEN SESSION & REPORT ON PERMISSABLE ACTIONS TAKEN DURING CLOSED SESSION** William Nicholson, MD
President
- IX. **ADJOURNMENT** William Nicholson, MD
President

In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact the District Clerk at (510) 818-7401. Notification two working days prior to the meeting will enable the District to make reasonable arrangements to ensure accessibility to this meeting.



MEMORANDUM

Date: May 14, 2026

To: Washington Township Health Care District Board of Directors

From: Kimberly Hartz, Chief Executive Officer

Subject: Consideration of Vizient Consultants for Purchased Services & Clinical Supplies

Executive Summary

I am requesting to engage Vizient, our Group Purchasing Organization (GPO), to provide strategic and operational support to help manage and reduce our spend on Clinical Supplies and Purchased Service costs.

Clinical Supplies and Purchased Services represent a significant portion of our costs. Our combined expenditure is in excess of \$100M annually on these items. Given the number of vendors, we believe external expertise is necessary to help identify, as well as negotiate, new contracts with the vendors.

Proposed Engagement

We are recommending engaging Vizient with two statements of work – one for Clinical Supplies and the second for Purchased Services.

Clinical Supplies Engagement

Vizient will provide consulting services to support cost reduction of physician preference items (cardiovascular and musculoskeletal products, including implants and related supplies) and perioperative and patient care services. It is structured as a 36-month engagement with targeted savings of \$5M, with guaranteed savings of \$3M in the first 18 months, or Washington Health can terminate the SOW if the \$3M is not reached within the 18 initial months. Washington Health would owe a pro-rate 20% of savings up to \$3M and 14.3% for any savings in excess of \$3M. If we reach the targeted \$5M in savings, Washington Health would owe \$886,000. The fees will only be invoiced once Washington Health has achieved \$1M in savings.

Purchased Services Engagement

Vizient will provide consulting services to support cost reduction of purchased services. Some examples of these services include things such as Clinical Engineering, printing and copying services, building and elevator maintenance, travel management, banking and revenue cycle vendor costs, temporary staffing, IT services, professional services such as Anesthesia, Radiology, Hospitalists, dialysis and perfusion services, food and food equipment and many others.

This too is structured as a 36-month engagement with targeted savings of \$5M with guaranteed savings of \$3M in the first 18 months or Washington Health can terminate the SOW if the \$3M is not reached within the 18 initial months. Washington Health would owe a pro-rate 20% of savings up to \$3M and 14.3% for any savings in excess of \$3M. If we reached the targeted \$5M in savings, Washington Health would owe \$886,000. The fees will only be invoiced once Washington Health has achieved \$1M in savings.

Participating in these programs requires Washington Health to have an active Master Services Agreement, which will be coterminous with these programs.

Recommendation

Given the importance of these programs to streamline operational costs, it is requested that the Board of Directors approve the Chief Executive Officer to enter into all appropriate contracts with Vizient for the Clinical Supplies and Purchased Services engagements.