



Missouri University Health Care – Spinal Implant Supplier Business Review

January 10, 2025

SPINAL IMPLANTS- OBJECTIVES

Access

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

Price

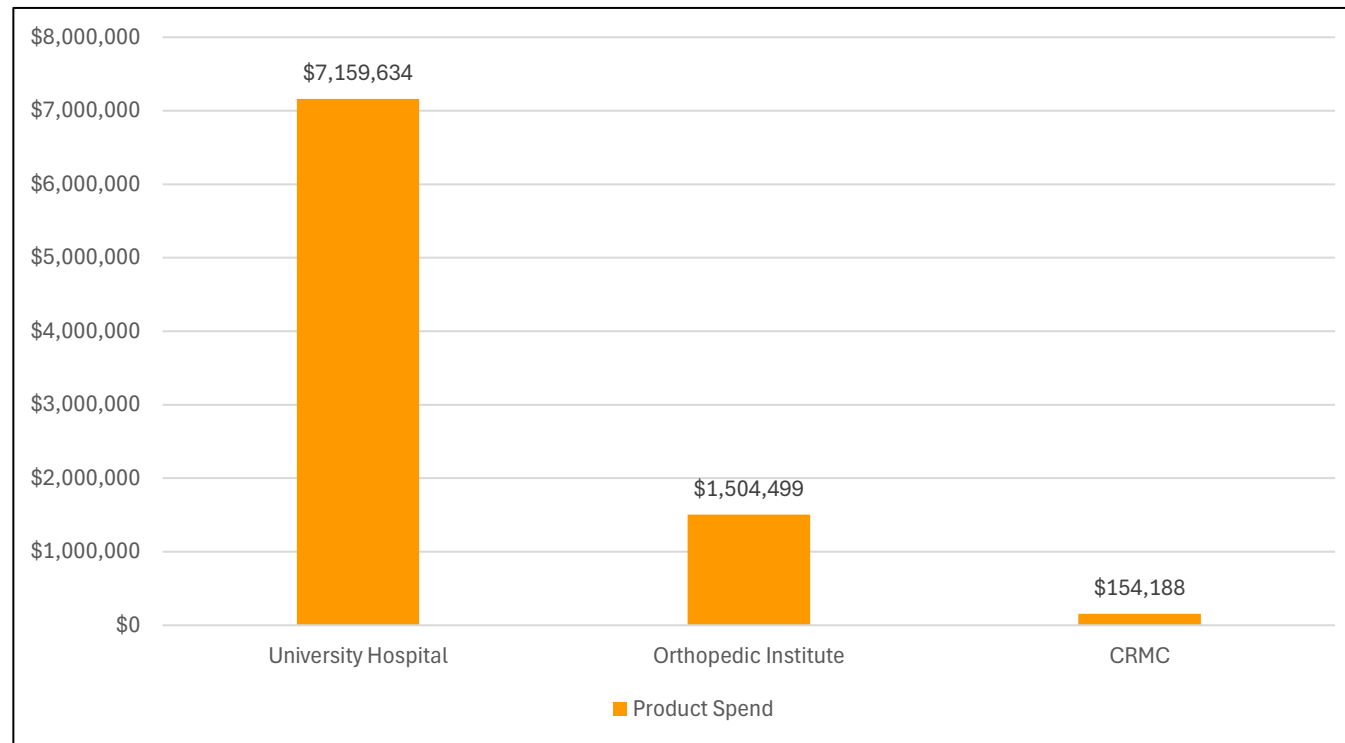
- Pricing targets have been set with surgeon advisor input and direction
- Price parity across facilities by technology and vendor
- All pricing will be shared with surgeon advisors
- Any products or suppliers not meeting formulary may not be contracted

Re-investment in Services

- Financial viability is essential to sustain re-investment
- Surgeon support and guidance has been achieved

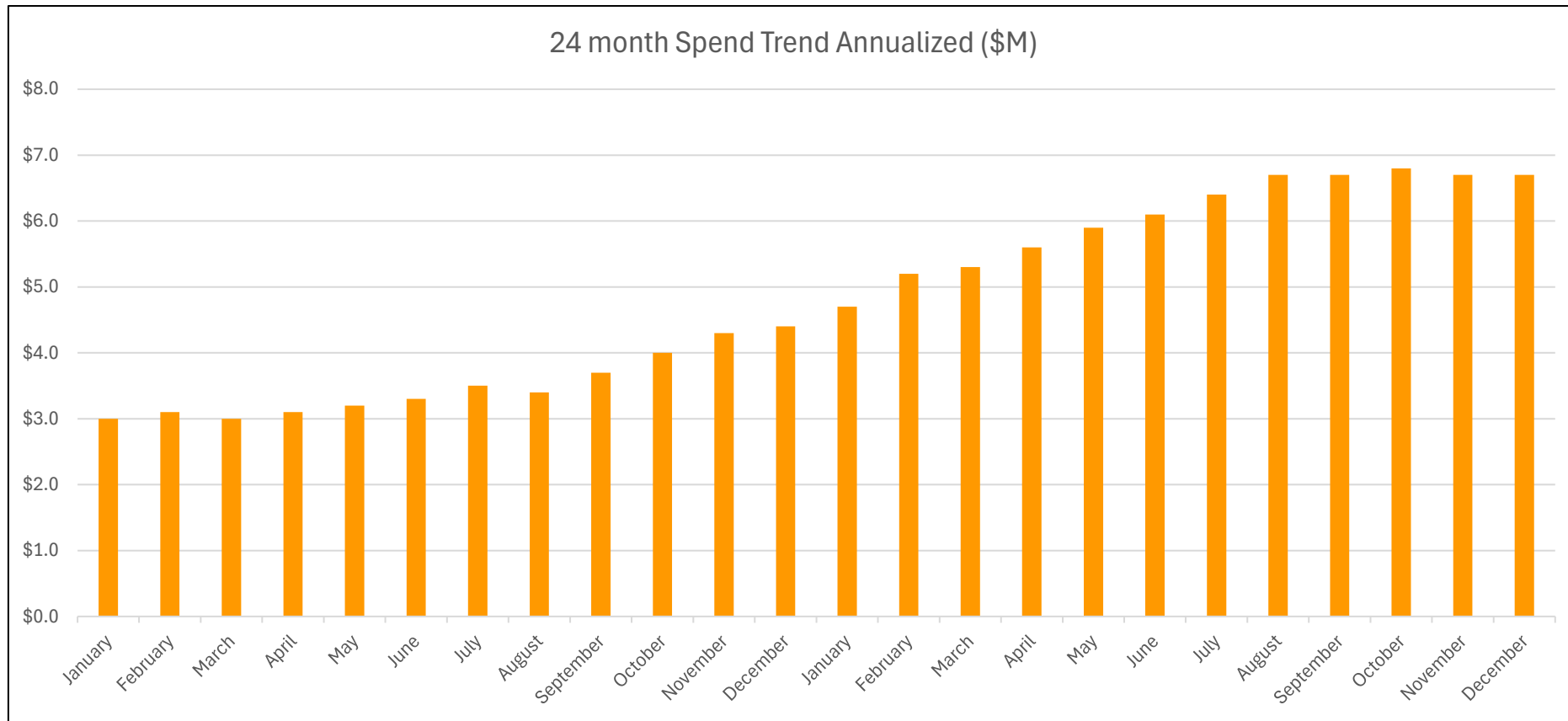
SPEND & SHARE BY HOSPITAL – SPINAL IMPLANTS

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



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

24 MONTH SPEND TREND – SPINAL IMPLANTS



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

RFP ASK

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

2024 University of Missouri Health Spinal Implant and associated items Formulary		
Access price, no committed volume to any vendor. All vendors invited to offer products at fixed formulary pricing - must be at invoice (i.e. no rebates or bulk buys permitted to achieve formulary compliance). <i>Vendors electing not to participate will be excluded for a minimum of 6 months.</i>		
Formulary Sub-Category	Category Description	Not to Exceed Price
Cervical Hardware/Accessories		
Anterior Cervical Screw	Cancellous, self drilling, self tapping, expansion head cost included in price, etc. All components required to complete an anterior screw assembly are to be included in the anterior screw price.	
Anterior Cervical Plate - 1 & 2 Level	All technologies and coatings	
Anterior Cervical Plate - 3, 4 & 5 Level	All technologies and coatings	
Anterior Cervical Plate Extension - 1 Level (each)	Extension plate component for 1 level. All technologies and coatings	
Anterior Cervical Plate Extension - 2 Level (each)	Extension plate component for 2 level. All technologies and coatings	
Cervical Occipital Rod	Includes uncut, pre-cut, pre-bent, straight, MIS, rigid, all lengths, etc.	
Cervical Rod including MIS	Includes uncut, pre-cut, pre-bent, straight, MIS, rigid, all lengths, etc.	
Cervical Rod CoCr	Cobalt Chromium metal including, uncut, pre-cut, pre-bent, straight, MIS, rigid, all lengths, etc.	
Cervical Occipital Plate	Plate for occipital fusion	
Cervical Occipital Screws	Occipital plate screws	
Cervical Set Screw/Nuts/End Cap	MIS and Open: Includes set screws, blockers, locking screws, inner screw, outer screw, break-off screw, etc.	
Pedicle Screws and Posts		

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

Documents to Receive	Action
Quiet Period	Return
Instructions document w custom MUHC terms	Keep
Facilities document	Keep
RFP Bid Template	Return
Business Review deck	Keep

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	Late Feb '25
Follow-up discussions with vendors (as needed)	Early Mar '25
Contracts executed	4/1/25

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

Thank You