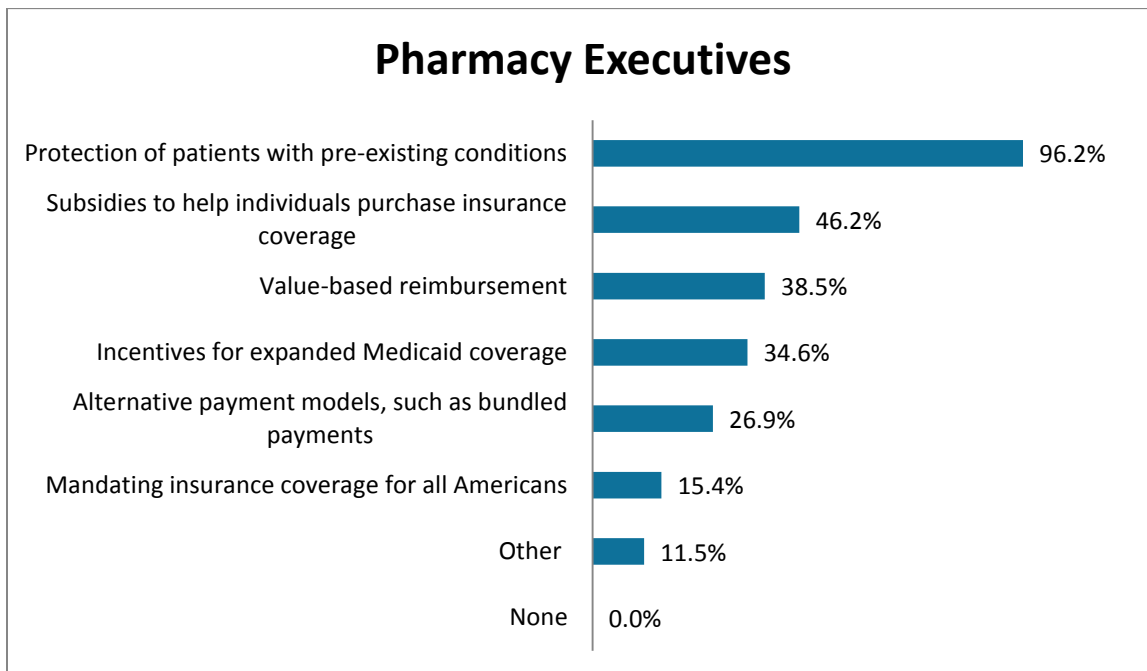
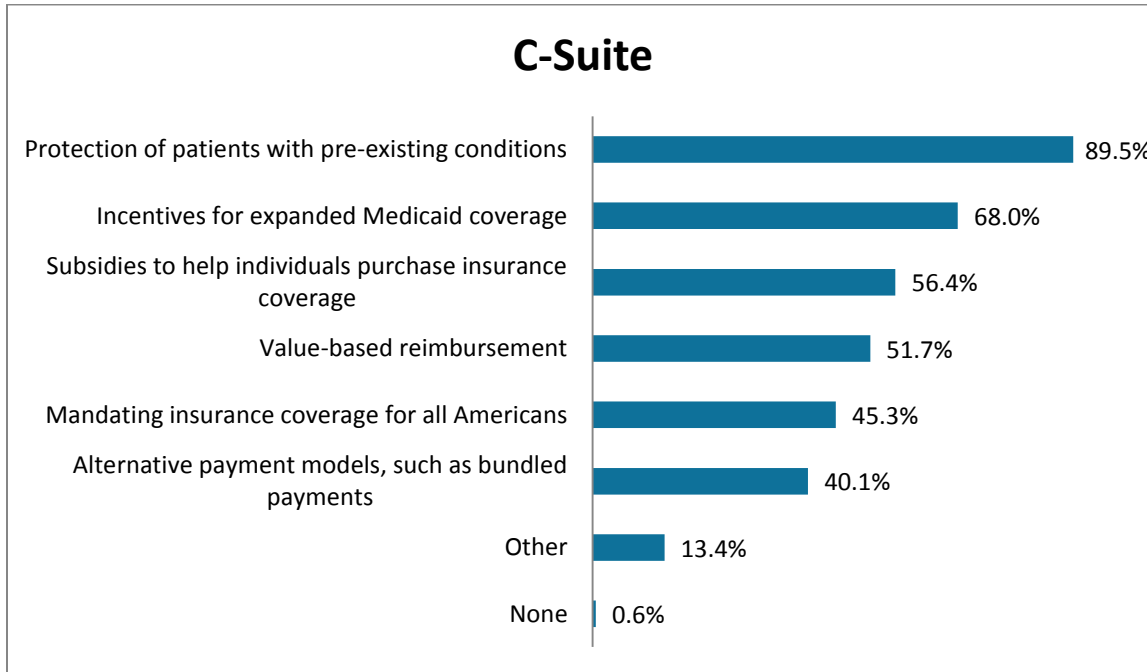

Post-election Health Care Pulse Check

Survey of Vizient's member hospital pharmacy and C-suite executives

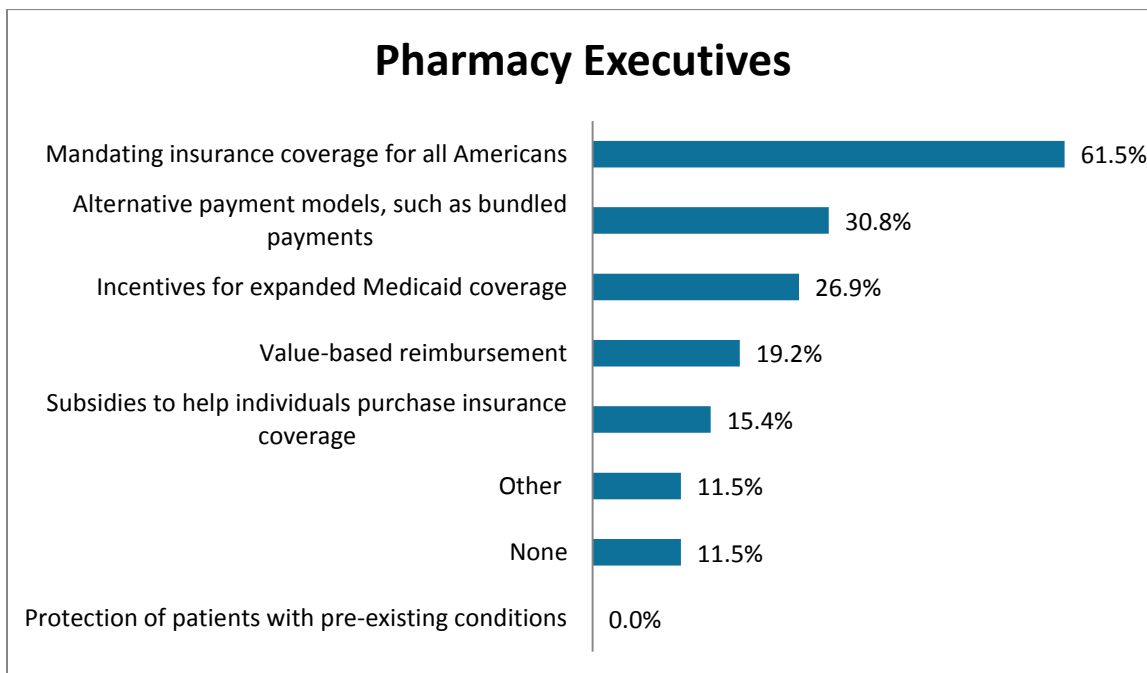
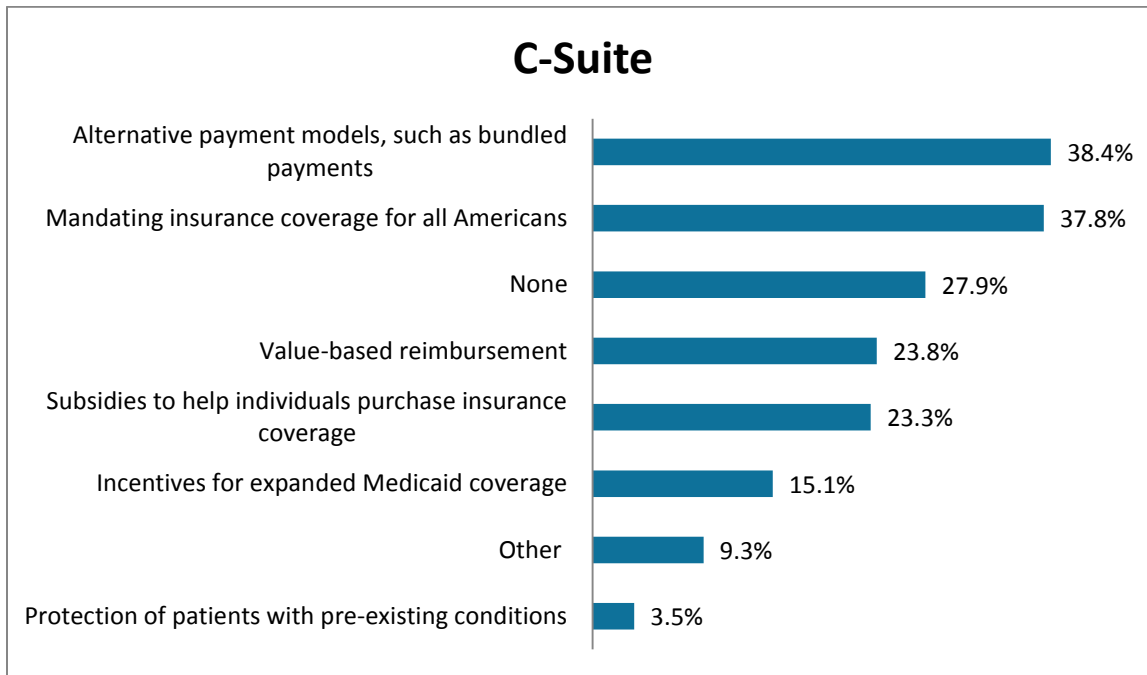
With change to the nation's current health care laws a top priority of the new Administration, Vizient conducted a quick pulse check on a few key topics that would likely impact its member hospitals. Answers were aggregated to gain an understanding of member opinions and trends.

Responses to the first two questions were broken out for C-suite and pharmacy executive groups as there were notable differences in the aggregated responses. For the balance of the questions the responses between all demographic groups were closely aligned so no break out is provided.

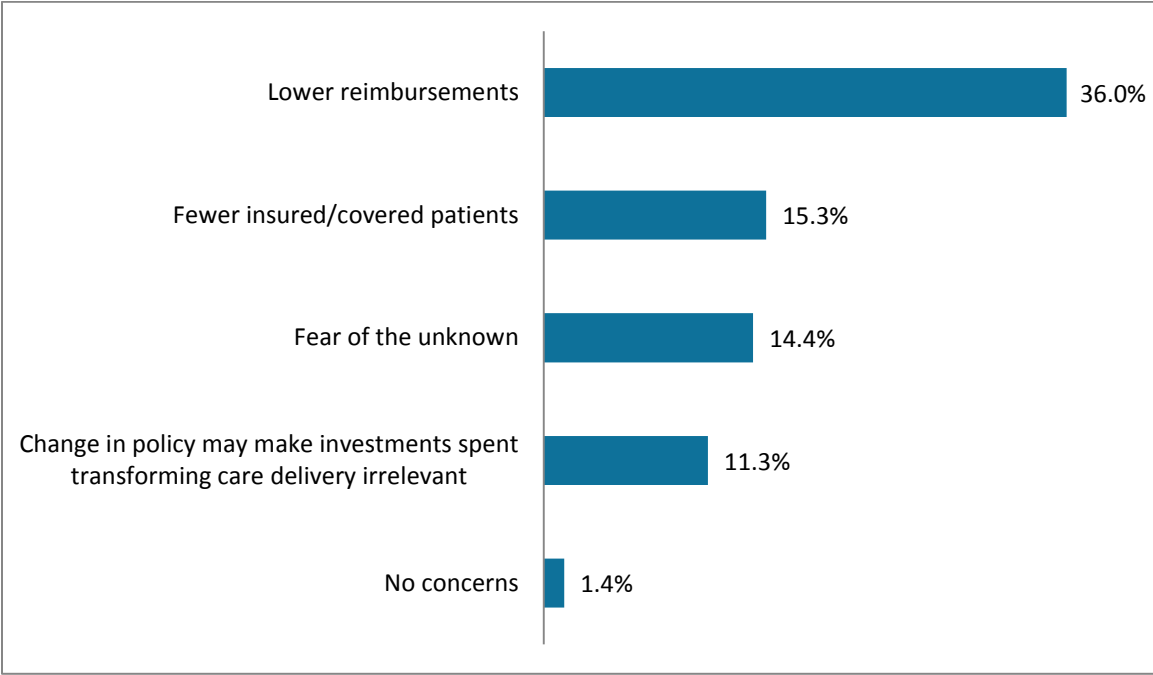
Question 1: Assuming the Trump administration repeals or changes provisions under the Affordable Care Act, what aspects do you believe should be kept? Please select all that apply.



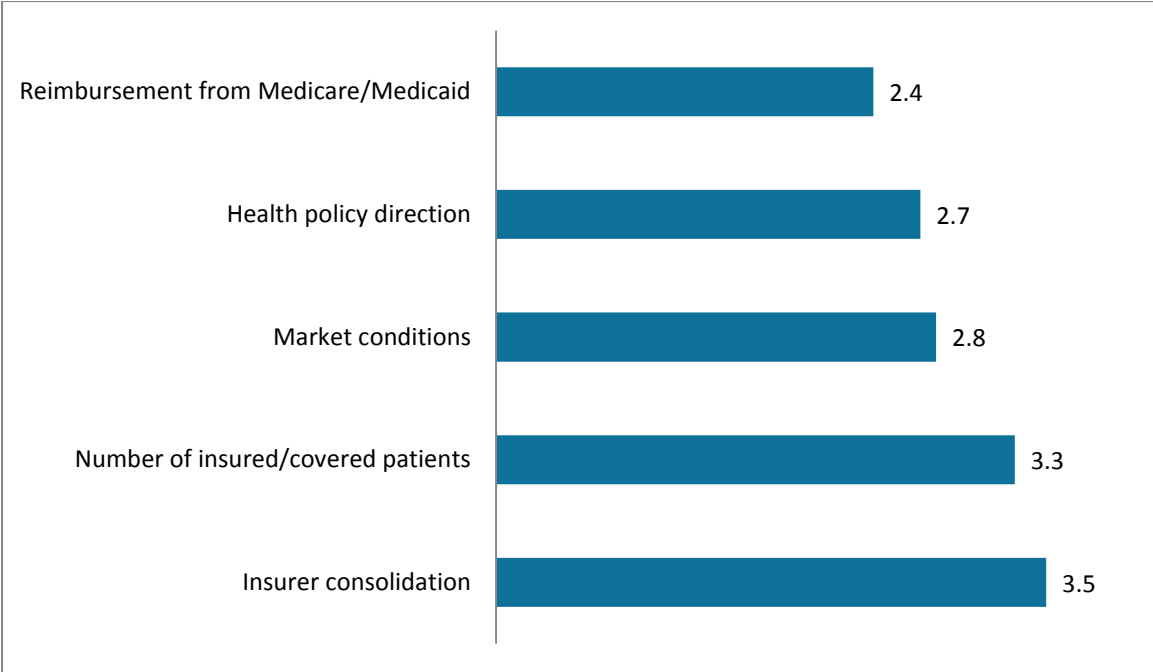
Question 2: Assuming the new administration keeps the Affordable Care Act in whole or in part, what aspects do you believe should be eliminated? Please select all that apply.



Question 3: There are many open questions at this point following the election, what gives your facility the most cause for concern? Please select one.

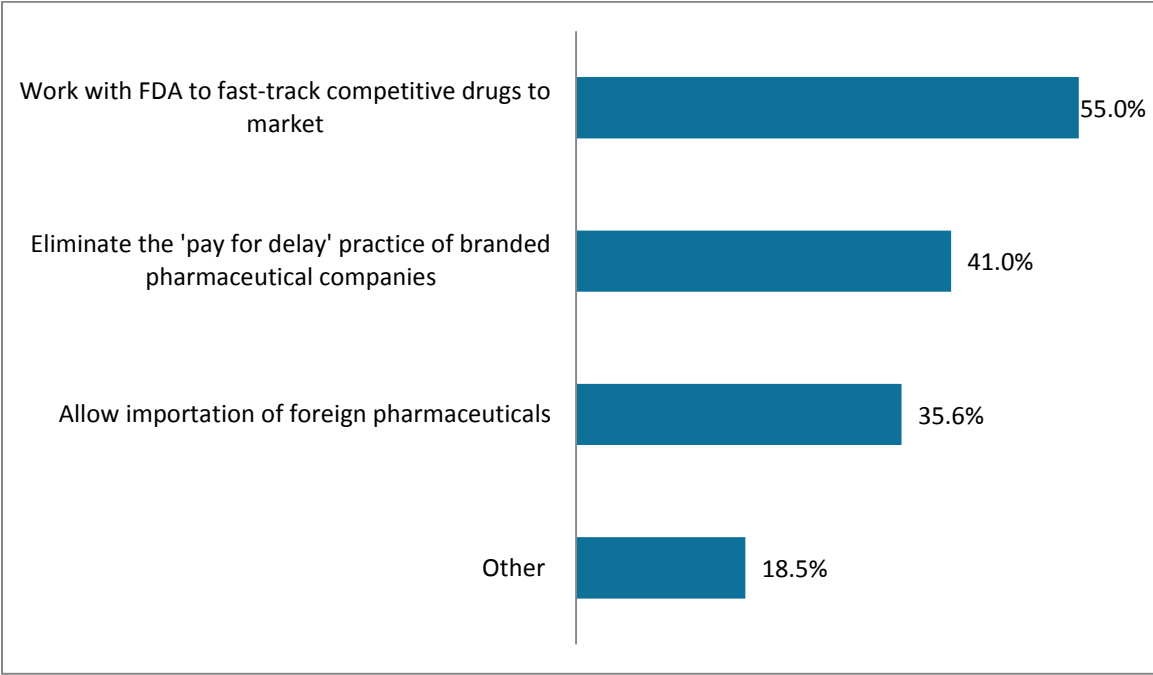


Question 4: Please rank the factors you believe could have the greatest influence over hospital merger and acquisition activity under a Trump administration, where 1 has the greatest influence, 2 has the second greatest influence, etc.*

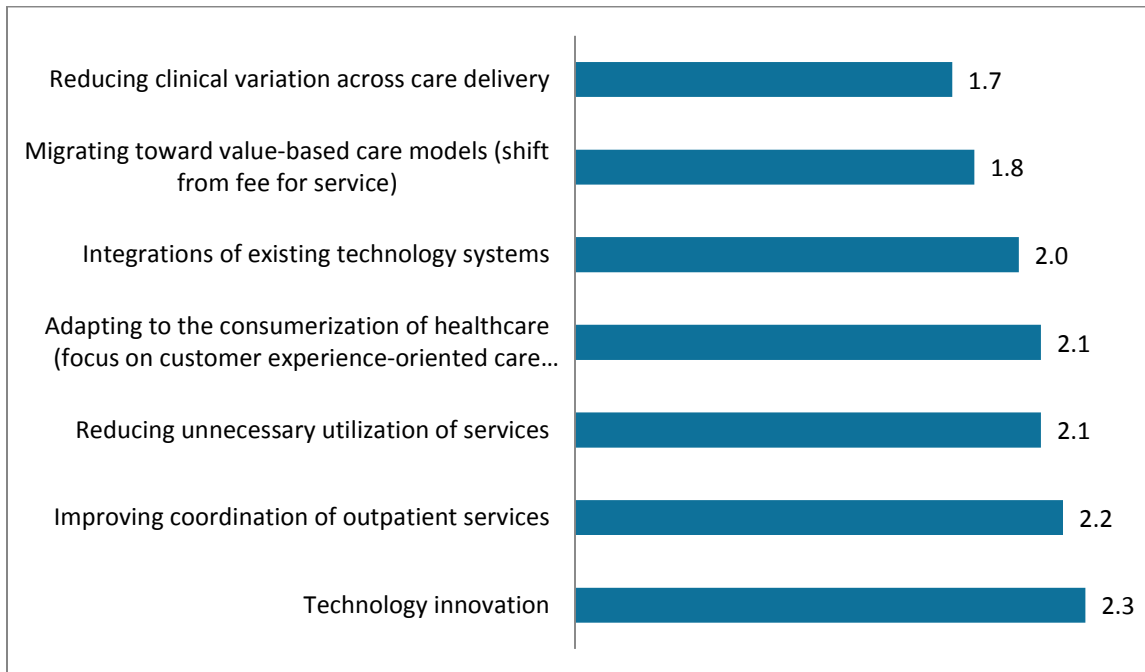


*Please note: The table above with the means is sorted from greatest influence to lowest. When ranking the factors, the lower mean, the greater the influence.

Question 5: The pharmaceutical industry has recently been under fire for egregious price spikes as well as ongoing drug shortages. How would you like to see a Trump administration focus on the pharmaceutical industry?



Question 6: Please rank your top 3 priorities for 2017, where 1 is your top priority, 2 is second highest priority, etc.*



*Please note: The table above with the means is sorted from greatest influence to lowest. When ranking the priorities, the lower mean, the greater the influence.

Survey methodology and demographics

An email with a survey link was distributed to 8,429 individuals with C-suite or pharmacy executive titles across Vizient’s hospital membership during the first two weeks in December of 2016. We received a total of 222 survey responses.

