



Spinal Implants Initiative

Supplier Review Meeting

October 22, 2025

Objectives and Expectations

Clinical Mission

- Preserve access to multiple suppliers/technologies to support surgeon training and physician ability to provide high quality care
- Reduce unwarranted variation, promote standardization, and balance value with innovation for optimal patient and provider experience.

Value-Based Contracting

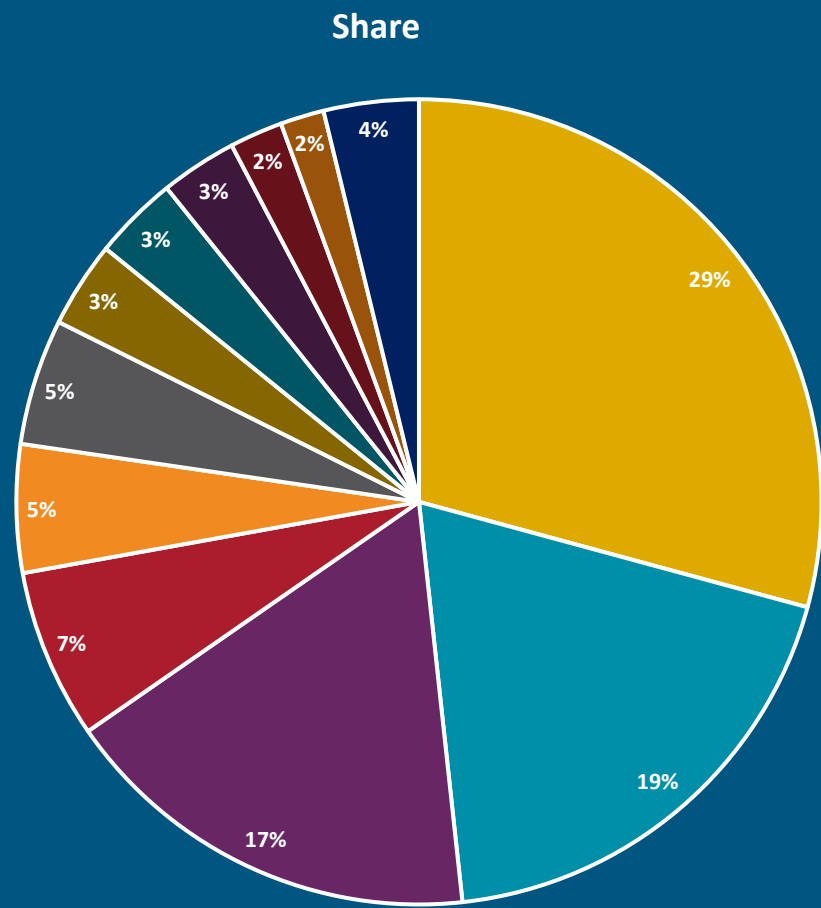
- Engage physicians and leadership in initiative strategy and expectations
- Secure standardized, fair pricing from spinal implant partner suppliers
- Improve UCD's cost competitive position relative to AMC peers

Critical Cost Pressure

- Support UCD's long-term financial health to sustain clinical and academic missions
- Drive cost savings that enable reinvestment in new technologies, programs, surgeon training and patient care initiatives

Spend and Scope: Spinal Implants – all suppliers

Baseline period (Sept 2024 – Aug 2025)



Spinal Implants include hardware and associated items used in spinal fusion and other like spinal procedures. Does not include navigation and/or neuromonitoring spend.

Total Spend = \$12,378,560

RFP Outline and Expectations

Baseline period (Sept 2024 – Aug 2025)

Spinal Implants

Standardized Pricing Matrix

- No increases in product pricing will be accepted
- Any product not meeting pricing matrix is subject to not being contracted
- 3-year firm pricing agreement 2 - 1 year options
- Surgeon/Hospital Leadership support has been received to proceed
- Surgeon led review committee has been formed to ensure supplier compliance is established prior to contracting
- Bid analysis will be shared with Surgeons/Hospital Leadership

Sample

2025 University of California Health Spinal Implant and associated items Standardized Pricing Matrix		
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 for 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 Level	All technologies and coatings	
Anterior Cervical Plate - 2 Level	All technologies and coatings	
Anterior Cervical Plate - 3 Level	All technologies and coatings	
Anterior Cervical Plate - 4 Level	All technologies and coatings	
Anterior Cervical Plate - 5 Level	All technologies and coatings	

Documents

Documents to Receive	Action
Quiet Period	Return
Instructions document	Keep
Facilities document	Keep
RFP Bid Template	Return
Business Review deck - <i>Confidential</i>	Keep

Key Dates

Next Steps	Close Date
RFP release	10/24/25
Quiet Period document return deadline	11/5/25
Bid response deadline	11/17/25
Bid analysis & review with surgeons	Dec 2025
Follow-up discussions with vendors (as needed)	Early Jan 2026
Contracts executed	Spring 2026

Thank You