



*Quick-Ship Products helped meet COVID-19 demand.*

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# Vizient and Sizewise Collaborate to Meet COVID-19 Needs

As COVID-19 infections began to spike across the Northeast U.S., Vizient members executed plans to deal with a growing surge of patients. In Maryland, a collaboration between two large health systems was unique in size, scope, and scale: open a 250-bed field hospital within six weeks.

“This is for [COVID-19] patients who still need acute care, but who have turned a corner in their illness, so to speak,” the hospital’s director, James Ficke, M.D., said in a news release. “They’ll get moved from a hospital to here to finish recovery.”

Planners reached out to suppliers for beds, support surfaces, and other critical equipment. Vizient, the nation’s largest member-driven health care performance improvement company, turned to Sizewise.

“It was hard for members to get product—we were seeing long lead times,” said James Tran, Senior Portfolio Executive with Vizient. “For Sizewise to make an affordable bed available to our members at a good price—that really helped drive the success of this deal.”

While FEMA and the Maryland National Guard began assembling cubicle “rooms” inside a convention center,

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Vizient and Sizewise worked to fill equipment needs. The hospitals chose Quick-Ship Power Foundations and Dual-Core Mattresses. And because Sizewise had quickly increased its production capability, the beds were available with extremely short lead times.

“Our team knew this was a critical mission in support of two important customers,” said Tim Blackwood, Sizewise National Accounts Executive. “It was amazing to see an order placed on a Monday delivered and ready for patients that same week.”

Beds and mattresses were overnighted from California and rental Bedside Recliners™ trucked from as far away as Long Island, Pittsburgh, and Chicago. A customer email to everyone involved celebrated the collaboration between Vizient and Sizewise.

“Terrific partner! You processed the order [so quickly]... you set the tone and I couldn’t understand why every other supplier didn’t act the same way?!!! Terrific job!! Thank you!”

