

Press release
Malmö, September 15, 2021

Arjo Receives Innovative Technology Contract from Vizient for the Provizio® SEM Scanner

Arjo has been awarded an Innovative Technology Contract for the Provizio SEM Scanner with Vizient, Inc., the largest member-driven healthcare performance improvement company in the US. The contract further acknowledges the unique qualities of the Provizio SEM Scanner and its role in identification of pressure injury risk, which can help caregivers provide earlier interventions to reduce both patient suffering and healthcare costs.

Vizient is one of the largest healthcare performance improvement companies in the U.S., providing solutions and services that improve the delivery of high-value care by aligning cost, quality and market performance for more than 50% of acute care providers in the US.

“We’re thrilled to have the Provizio SEM Scanner recommended for an Innovative Technology contract by Vizient’s member-led council. Vizient serves more than half of the nation’s acute care providers and this contract significantly adds to the great potential of this new technology to reach more health care organizations and help more patients,” says Anne Sigouin, President of North America at Arjo.

The contract, which is effective beginning September 15, 2021, signifies to Vizient members the Provizio SEM Scanner’s unique qualities that potentially bring improvement to the healthcare industry.

“We know that preventable pressure injuries are a key concern for healthcare providers in both the acute and long-term care space. The Provizio SEM Scanner’s ability to identify pressure injury risk 5 days earlier than visual skin assessment¹ addresses both the clinical and financial challenges of pressure injuries by empowering caregivers with a solution,” concludes Anne Sigouin.

Innovative Technology contracts are awarded based on recommendations of healthcare experts serving on a Vizient member-led council who review potentially innovative products and identify technologies that potentially enhance clinical care, patient safety, healthcare worker safety or improve business operations of healthcare organizations.

“A product receives this type of contract when it demonstrates a unique quality that differentiates it from other products on the market,” said Debbie Archer, director of procurement and Vizient Innovative Technology Program leader. “Our member council determined that the Provizio SEM Scanner met this standard and recognizes its potential to improve quality outcomes.”



Vizient represents a diverse membership base that includes academic medical centers, pediatric facilities, community hospitals, integrated health delivery networks and non-acute health care providers and represents more than \$110 billion in annual purchasing volume. Through its Innovative Technology Program, Vizient works with member-led councils and task forces to evaluate products for their potential to bring real innovation to health care. Vizient may award a contract to products deemed worthy of the Innovative Technology designation outside of the competitive bid cycle.

About the Provizio SEM Scanner

In 2020, Arjo acquired an equity stake in Bruin Biometrics giving Arjo exclusive global distribution rights for Bruin Biometrics' portable SEM Scanner, which allows early identification of increased pressure injury risk and thereby can help to reduce patient suffering and healthcare costs.

Arjo initiated the launch of the Provizio SEM scanner in the beginning of 2021, with a very positive response from customers. Currently, more than 150 customers around the world have completed evaluations, or are planning to evaluate, the Provizio SEM Scanner.

¹ Okonkwo H., et al. 2020. WRR

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About Arjo

At Arjo, we believe that empowering movement within healthcare environments is essential to quality care. Our products and solutions are designed to promote a safe and dignified experience through patient handling, medical beds, personal hygiene, disinfection, diagnostics, and the prevention of pressure injuries and venous thromboembolism. With over 6,000 people worldwide and 60 years caring for patients and healthcare professionals, we are committed to driving healthier outcomes for people facing mobility challenges. www.arjo.com