

Ambu awarded single-use endoscopy contract with Vizient Inc. in the USA

Ambu, the world leader in single-use endoscopes, announced today that it has been awarded a contract in the category of Single-Use Visualization Devices with Vizient Inc., the largest healthcare performance improvement company in the U.S. The agreement is effective 1 February 2022.

The contract with Vizient – whose members represent more than half of the hospitals and health systems in the U.S and serve 97 percent of all the academic medical centres – will further accelerate Ambu’s rapidly expanding share of the single-use endoscope market by offering Vizient members pre-negotiated pricing and terms for Ambu’s full suite of single-use products in bronchoscopy, urology, ENT and GI. This agreement also includes access to all new single-use endoscopy launches.

The creation by GPOs of specific single-use endoscope categories comes as the transition to single-use endoscopy continues to accelerate, with an eye on expanding hospitals’ capacity and avoiding costly and unnecessary expenses associated with workflow management and patient cross-contamination.

“Our vision at Ambu is to be the most innovative single-use endoscopy company and this agreement with Vizient enables us to better serve its member health systems, hospitals, and healthcare providers across the U.S.,” says Juan Jose Gonzalez, CEO of Ambu A/S. *“We consider Vizient an exceptional company and are excited to work closely with its member organizations. Our portfolio breadth, innovation ecosystem and attractive economics mean we can be the partner of choice for health systems in their efforts to prevent device-related infections, boost healthcare economics and improve clinical workflows.”*

Ambu was also recently awarded a national video laryngoscope contract with Vizient covering Ambu’s full suite of video laryngoscopy products including Ambu’s next-generation video laryngoscope, which is expected to launch in 2022.

Ambu launched the world’s first single-use flexible bronchoscope, the Ambu® aScope™ in 2009. A decade later, in fiscal year 2020/21, more than 1.5 million Ambu single-use endoscopes were used around the world, and Ambu has now developed scopes for a broad range of clinical areas making Ambu the largest and most innovative supplier of single-use endoscopes.

“Ambu is emerging from the pandemic as a stronger company. Over the last year, we achieved important milestones. We continued our accelerated growth and moved decisively to fulfil our strategic aspiration to emerge as the #1 single-use endoscopy company. We strengthened our R&D modular engine, expanded our high-scale low-cost manufacturing infrastructure, and are on track to launch 20 new single-use endoscopy products by 2022/23,” says Juan Jose Gonzalez, *“We are moving forward at a high pace to maximise our first-mover advantage.”*

Contacts

Media

Mikkel Trier Wagner, Director, Corporate Communications, mtw@ambu.com / +45 4191 0830

Investors

Nicolai Thomsen, Director, Investor Relations & Strategic Financial Planning, nith@ambu.com / +45 2620 8047

Ambu A/S

Baltorpbakken 13, DK-2750 Ballerup, Denmark, Tel.: +45 7225 2000, CVR no.: 63 64 49 19, www.ambu.com

About Ambu

Ambu has been bringing the solutions of the future to life since 1937. Today, millions of patients and healthcare professionals worldwide depend on the efficiency, safety and performance of our single-use endoscopy, anaesthesia, and patient monitoring solutions. We continuously look to the future with a commitment to deliver innovative quality products that have a positive impact on patient care and the work of healthcare professionals. Headquartered near Copenhagen in Denmark, Ambu employs approximately 4,500 people in Europe, North America and the Asia Pacific. For more information, please visit ambu.com or follow us on our [corporate LinkedIn](#) and [USA LinkedIn](#) pages.