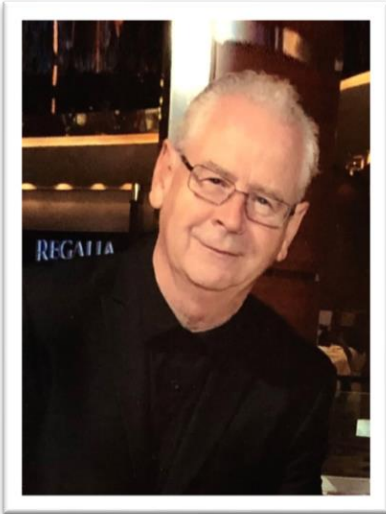


## MEET THE TEAM | Brian Nugent, *President*



*“Navigating the healthcare and education industries is similar to completing a gigantic jigsaw puzzle. First and foremost, Soriant seeks to understand our clients’ needs. Then, together we are able to find each piece that might have been missing.”*

### *Brian’s Expertise...*

Brian Nugent has over 35 years of hospital support services management experience. He is results oriented with comprehensive experience and successes in working with hospital management to achieve significant results, such as reducing operational costs and realigning labor to maximize productivity. Brian fosters positive client relations by implementing a detailed and service-oriented approach to client communications, often exceeding expectations. Brian’s championed the implementation of *hundreds* of new program installations focused on operational efficiency.

### PROFESSIONAL EXPERIENCE:

Brian’s industry experience includes work as Regional Vice President for Morrison Management. In this role he increased territory accounts by over 100% in a 4-year period. Brian also served as District Manager for Sodexo Western Division, where he directed financial operations of budgets with exceptional monetary results exceeding operating income by 8%. He’s also implemented programs in the food, environmental, and facility services arenas resulting in successful TJC, federal, and state surveys.

### RECENT SUCCESSES:

- Manage RFP process to standardize support services for major hospital systems resulting in guaranteed savings of \$35 million annually
- Numerous installations of operational and labor cost reductions throughout the United States
- Contract analysis resulting in right sizing of contract costs to industry norms
- Retail enhancement projects focused on redesign of traffic flow, product mix, profitability, and customer satisfaction
- Clinical assessments that include dietician productivity, process improvements, and ensure that federal and state regulations are in total compliance
- Perform operational due diligence by leading “fresh eyes” review teams resulting in enhanced operational effectiveness.

### RECOGNITIONS

**Winner of World-Wide Innovation Forum: For the Development of 5 S.T.A.R.S. of Dining Services – 2000**

**Hotel Olympia Gold Medal Winner for Culinary Arts**

### SORiant RESULTS

**Average Annual Savings**

**\$2.9M**

*Per Integrated Engagement*

**Annual Return on Investment**

**386%**



Reach out to one of our *trusted advisors* today to discuss defining and implementing tailored solutions to match your unique strategic objectives and improve both *operational and financial performance*:

[www.soriantolutions.com](http://www.soriantolutions.com) | 770 - 777 - 6633 | [Info@soriantolutions.com](mailto:Info@soriantolutions.com)

