

## MEET THE TEAM | Joe Trujilo, *Consultant*



*“Cost reduction can be achieved by using accurate maintenance data, which can then be used to design a service delivery strategy. Most hospitals don’t know their true cost of biomedical and imaging equipment services. That’s where Soriant can offer options.”*

### Areas of Expertise...

- Cost and Value estimation
- Operational and project management
- Resource evaluation, development, and implementation Life cycle cost analysis
- Contract analysis and negotiation

### PROFESSIONAL EXPERIENCE:

Joe Trujillo is a proven leader and manager with 40 years of experience in the field of Clinical Engineering in acute care hospitals. His experience includes technical delivery, account and regional management, as well as corporate level positions supporting operations, sales and all other aspects of a national clinical equipment management program.

Joe held the position of Director of Solutions and Program Development with Sodexo Clinical Technology Management and Patriot Medical Technologies. In this role, his responsibilities included costing new business and data analysis and evaluation of existing accounts financial performance. Th is role also included operational support nationwide for Sodexo’s clinical engineering accounts.

Joe’s collaborative leadership approach allows him to work closely with all levels of clinical and support staff in a hospital setting. Joe believes that to ensure quality service delivery by an in-house clinical engineering program, an accurate equipment inventory and a service delivery strategy with focus on cost containment and clinical risk as the major factors.

### PROFESSIONAL AFFILIATIONS:

- Association for the Advancement of Medical Instrumentation
- American Society of Healthcare Engineers
- Colorado Association of Clinical Engineers
- Certified Biomedical Equipment Technician

### CREDENTIALS

**Bachelor of Science in  
Electronics Engineering Technology,  
Metropolitan State University**

### SORiant RESULTS

**Annual Return on Investment**

**386%**

**Average Savings Per Project**

**\$2.9M**



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*:

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