

## MEET THE TEAM | Scott Kern, *Chief Operating Officer*



*"I believe in providing the necessary leadership and operational resources that will build sustainable outcomes for our clients."*

### *Scott's Expertise...*

Scott has more than 20 years of experience in healthcare support services. His step-by-step approach to identifying needs, developing strategic plans, and providing necessary resources has brought him success in areas of quality improvement, cost reduction, and increased satisfaction scores for his clients. Scott's goal is to earn and maintain the trust of his clients through transparency and providing effective solutions that will set his clients apart in their market.

### CAREER HIGHLIGHTS:

Scott was previously the group Vice President of Elior Healthcare overseeing the western region where he increased his segment by 130% over the course of three years. Prior to Elior, he was a Regional Director of Operations for Morrison Community Living overseeing multi-million dollar budgets and increasing his portfolio by over 100%. Scott specializes in areas of food service, environmental services, contract negotiations, strategic planning, leadership training and development, revenue generation, and successful implementation of cost control strategies.

### AREAS OF PROFICIENCY:

-  Negotiated the contract at a large healthcare system resulting in \$14M in revenues and \$1.2M in overall cost savings
-  Led an \$8M design project to improve retail operations within a large Healthcare system
-  Implemented a gift shop concept within a large CCRC resulting in \$50K in sales within first year
-  Improved client retention to 100% within first year of engagement with Elior

### RECOGNITIONS

*Partners in Leadership* trainer for Compass Group

Guest speaker for multiple healthcare organizations addressing strategic planning, creating a hospitality mindset and developing a culture of accountability.

### 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*:

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

