



CUSTOMER SOLUTION CASE STUDY

MIDWEST HEALTH SYSTEM ACHIEVES \$4.5M FINANCIAL IMPROVEMENT IN FOOD AND ENVIRONMENTAL SERVICES

CLIENT: Health System
BED SIZE: 3073
REGION: Midwest
TYPE: Contract

DEPARTMENT:

- Food & Nutrition Services
- Environmental Services

CLIENT PROFILE:

37 Hospital Health System

KEY OUTCOMES:

- Negotiation of Existing Contracts
- Financial Improvement
- Guaranteed Savings Achieved

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This midwest health system is a network of hospitals, clinics and home care services in Iowa, Illinois and Wisconsin. The system began in 1993, when several hospitals merged, forming the state's largest provider of hospital and related health services. The organization grew to encompass eight metropolitan areas and changed its name in 2013 to reflect that it is a regional system.

CHALLENGE

With this growth, Senior Management realized that they faced significant support services challenges. They engaged Soriant Healthcare to assess FNS and EVS operations and the following challenges were uncovered:

- Current vendor agreement put the hospital system at 100% financial risk
- No controls on catering spend
- Floor stock spend was high, versus like-size system benchmarks

The Soriant team completed a thorough assessment to determine a plan of action.



SORIAN SOLUTION

- Renegotiated existing vendor contract
- Implemented floor stock policy & procedure
- Established tracking methods
- New catering policy & procedure with clear tracking methods
- Completed a new RFP for vending services



RESULTS

Soriant led the implementation that achieved the following results:

- \$1.7M vendor-paid capital improvements, with no dollars at risk
- Guaranteed Savings of \$4.5M+ in year one alone

The client viewed the partnership with Soriant as such a successful relationship that they extended the collaboration into other service departments.

STREAMLINED HOSPITAL PROCESSES RESULT IN \$4.5M FINANCIAL GAIN IN YEAR ONE

For more information about achieving similar success, please contact us at 770.777.6633 or info@sorianthealthcare.com.

