

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

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 the fact that it is a regional system.

CHALLENGE

With growth, change is often necessary. Senior Management of the Health System realized that they faced significant challenges in support services. They engaged Soriant Healthcare to assess FNS and EVS operations and the following challenges were uncovered:



- The current vendor agreement put 100% financial risk on the hospital system
- No controls were established or monitored on catering spend
- Floor stock spend had no controls in place

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

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SORIAN SOLUTION

After the assessment was complete, Soriant:

- Renegotiated vendor contract
- Implemented floor stock policy & procedure and established tracking methods
- Put into place catering policy & procedure and instituted tracking methods
- Completed an RFP for vending services



RESULTS

By implementing the strategies suggested by Soriant, this healthcare system achieved the following results:

- The vendor contributed \$1.7M in capital improvements, with no dollars at risk.
- The health system achieved Financial Improvement with Guaranteed Savings of \$4.5M+ in year one alone.

The relationship with this client has been so successful that they have established partnership with Soriant for continued collaboration in 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.

