



**The Soriant Experience**

Optimal program design and outcomes require expertise and the specific application of strategy, best practices, and program accountability.

Our team of seasoned consultants are renowned subject matter experts that lead the quality validation, regulatory compliance, leadership development, and program development to achieve a support services model with long-term sustainability at the forefront.

Learn more about our team and services today at [info@soriantolutions.com](mailto:info@soriantolutions.com).

**Soriant Results**

**Average Savings Per Project: \$2.9M**

**Typical Annual Return On Investment: 386%**

**Actual VS. Projected Savings Per Project: 112%**

*“Working in partnership with the BioMed Director allowed us to achieve workable solutions specific to the capabilities the department had.”*

*-Michael Collianne  
Consultant*



As proteins are being made, the double helix unwinds to allow a single strand to serve as a template. This template strand is then transcribed into a messenger RNA molecule that conveys vital instructions to the cell's protein-making machinery.

# Client Solution SUCCESS STORY

**CLINICAL ENGINEERING**

## Client Profile

### MIDWESTERN HEALTH SERVICES PARTNER



**Soriant's clinical engineering services impacted process improvement that produced \$280k+ in annual savings!**

**Region:** Midwestern

**Bed Size:** 400+

**Department:** Clinical Engineering:  
Biomedical & Imaging Equipment Services

**Type:** Self-Op

**Client Summary:** 480 bed academic medical center in the mid-west. Very independent with negative past experiences in outsourcing support departments. Client was seeking support for the Biomed Department Director to meet budget.

**Key Outcomes:** (1) Enhanced staff training, moving more equipment services in-house, and (2) reduced the overall costs \$280K during year 1, with an accumulative, additional savings of over 10% the following year.

## CLINICAL ENGINEERING SOLUTIONS

### *Biomedical & Imaging Equipment Departments*

Driven by the need to find cost savings, the hospital reviewed all their support service departments. Their directive included wanting to manage their own services and take control of service contracts. Soriant was tasked to improve the efficiencies of the hospital's current operations to provide financial control improvements. Soriant's Assessment of the Clinical Engineering program identified a potential annual savings of over \$200k.



### THE SORARIANT SOLUTION

The hospital had unique challenges. They wanted to be respectful of their unionized labor force and wanted to avoid any savings through changes in staffing, ruling out any possibility of outsourcing. While working with the hospital, we implemented proven strategies to help them manage their processes to reach their goals, including:

- ⇒ Centralize the management of the hospital equipment service contracts
- ⇒ Engage outside services to be accountable to cost management issues
- ⇒ Empower leadership to focus on strategic decisions and practices that align with objectives
- ⇒ Develop a training program for the service technicians
- ⇒ Bring in more services in house
- ⇒ Meet with all stakeholders to renegotiate the existing service contracts

### PROJECT RESULTS

Soriant developed optimization plans and new technical strategies that allowed for a smooth transition to more inhouse servicing. The important catalyst involved support from and to the unionized staff. The goal was to give the existing management the tools to manage the process, and "see" the cost and results:

- ✓ Make them more proactive with decisions about service and support of the clinical department
- ✓ Cross train and offer the value and support to the department's clinical clients
- ✓ Benchmark services and costs to increase accountability and overall patient flow
- ✓ Staff changes were necessary, trained with access to a system of metrics that drove higher performance - causing in house staff to operate at a higher utilization
- ✓ Contracts were centralized and controlled to assure that the hospital was receiving the maximum cost savings benefit
- ✓ Assisted in selection of director candidate

**Impressed by our expert strategist's exemplary outcomes on this project?**

**Connect with us today simply by calling 770-777-6633,  
or just send us an email at [info@soriantolutions.com](mailto:info@soriantolutions.com).**

