



**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%**

*"Our Soriant consultant provided us with the necessary tools, resources, and guidance, so that we could quickly achieve our savings target. We enjoyed working with her so much that we requested she assist us in transforming the patient feeding program in our newly acquired hospital." Operations Executive*



# Client Solution Success Story

**MULTI-PROJECT CLIENT**

## Client Profile

**Region:** Midwestern

**Bed Size:** 330

**Department:** Food & Nutrition Services,  
Environmental Services

**Type:** Self-Op



**Key Outcomes:** (1) 20% improvement in retail sales, (2) \$600K savings in year one, and (3) total system savings of \$3M within five years.

**Soriant's methodical process improvement and sustainable strategies produced \$600,000 in annual savings during year one & \$3 MILLION total across five years!**



## METHODIST & PROCTOR UNIFIED HEALTH SYSTEM

### Food, Nutrition, & Environmental Services Optimization

Methodist Hospital is a 330 bed non-profit hospital located in Peoria, Illinois. The health system recently acquired a smaller hospital. The executive team cancelled the management contract and consolidated the leadership team at both campuses. Soriant worked with Methodist to tackle their challenges.



- ⇒ Excessive spend in supplies
- ⇒ Inefficient and outdated production systems
- ⇒ Stagnant retail sales
- ⇒ Floor stock spend 2x higher compared to benchmarks
- ⇒ Consolidated Vendors focused on efficient EVS product lines



### THE SORARIANT SOLUTION

Soriant brings our deep experience to every engagement and ensures that when we leave, our clients are equipped with the capabilities and tools needed to continue to improve and grow. We use our broad and deep knowledge to address the unique challenges and find opportunities for superior performance that impacts the patient experience as well as the bottom line. Our focus for Methodist centered on the following directives:



- ✓ Complete department's cost and operation analysis
- ✓ Identify gaps in delivery and performance issues
- ✓ Define appropriate levels of supply and mapped actual to forecast estimates
- ✓ Determine stressors that impacted service levels
- ✓ Create and monitor balance scorecards



### PROJECT RESULTS

Soriant's work with Methodist included a comprehensive review of necessary tasks associated with implementing each improvement, including talent capabilities and system requirements to allow for future growth. Enhancements include:



- |   |  |
|---|--|
| 1. Optimized processes and productions systems              | 6. Implemented waste tracking systems                        |
| 2. Policies and procedures streamlined                      | 7. Patient and Retail Menus established                      |
| 3. Initiated New retail program and standards guide         | 8. Produced Labor Savings                                    |
| 4. Focused on infection control improvements                | 9. Determined correct inventory levels and product selection |
| 5. Managed all training with a focus on upselling and AIDET |  |



Soriant understands how each client faces unique challenges created by complex management situations, patient behavior, and, at times, department consolidation. This can create challenges but also allows opportunities for streamlining process and increasing productivity.



**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).**