



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.

Soriant Results

Average Savings Per Project: \$2.9M

Typical Annual Return On Investment: 386%

Actual VS. Projected Savings Per Project: 112%

"It was wonderful to see the client maximize a new contract and benefit from the data Soriant acquires during the engagement process!"
-Matt Sedor, Consultant



Client Solution
Success Story

MULTI-SERVICE PROJECT

Client Profile

MIDWESTERN HEALTH SERVICES PARTNER

Region: Midwestern

Bed Size: 1800+

Type: Contract

Departments:

Food & Clinical Nutrition Services

Environmental Services

Vending

Client Summary: This fourteen-facility system’s 5-year contract was up for renewal. They wanted to analyze operations and perform an RFP for services.

Key Outcomes:

- Improved quality scores
- Enhanced patient satisfaction

Total savings=\$6+ Million Dollars!

INTERDEPARTMENTAL SOLUTIONS FOR A MULTI-PLATFORM PROVIDER

Departmental Assessment & Enhancement – Expenditure Optimization

The leadership in this 1800+ bed health system was seeking an assessment of the Food and Environmental Services contracts, which had been in place for seven years. The Soriant team was brought in to work alongside the client to evaluate the existing contracts using benchmarks and analysis compared to like-sized facilities. The decision was made to put the contract out to bid, and Soriant remained on board to guide the selection of a new vendor.



THE SORARIANT SOLUTION

This health care system offered a unique challenge with fourteen separate locations across two states. Being solution neutral, i.e. to stay contract, make a change to the existing provider or transition to self-op Soriant performed an assessment to define all available options for the client. Soriant was engaged to assess current operations and ultimately manage the RFP process to determine the most appropriate system strategy, aligning individual hospital needs. Soriant support included:

- ✓ Understand and consider facility expectations and align a system strategy
- ✓ Manage all elements of the RFP process
- ✓ Deliver client-specific goals with lower costs and higher quality

PROJECT RESULTS

Once the RFP was submitted, Soriant led the facility tours and compiled financial comparison of each bidder. When the client selected the vendor, Soriant was instrumental in securing the deal which included:

- ✓ Vendor capital investment of \$3M, at no cost to client
- ✓ New vendor share of purchasing rebates
- ✓ Service contracts costs were reduced
- ✓ Management labor costs were improved
- ✓ Install “smart markets” at no cost to client
- ✓ \$1M at risk with no incentives in contract

***Total savings include \$3M in no-cost capital improvements
with a \$6.2M savings overall!***

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.

