



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%

"The Biomed team was open to restructuring work load to take on more equipment. The implementation team worked to identify training and competency development to enhance skill levels."

-Erik Scott, CEO



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.

CLINICAL ENGINEERING

Client Solution SUCCESS STORY

Client Profile

NORTHWESTERN HEALTH SERVICES PARTNER



Region: Northwestern

Bed Size: 295

Department: Biomedical Engineering

Type: Self-Op

Status: Non-Profit

Client Summary: Acute care hospital and clinic network.

Key Outcomes: (1) Negotiation of existing contracts, (2) financial improvements, and (3) guaranteed continued savings.

Soriant's clinical engineering services for this non-profit hospital's biomedical department saves \$475K!

CLINICAL ENGINEERING SOLUTIONS FOR ACUTE CARE & CLINIC PROVIDER

Biomedical Engineering Departmental Assessments & Enhancements

As one of the larger nonprofit healthcare providers in the Pacific Northwest, this client was concerned about labor productivity in their self-operated Biomedical Engineering Department. They were debating the financial benefit of outsourcing the department and brought in Soriant Healthcare for an assessment. Hospital management wanted clarity in the biomedical operations:

- ⇒ Should they stay in-house?
- ⇒ If remaining in-house, are they staffed appropriately based on the scope of equipment serviced?
- ⇒ If outsourced, how would the hospital benefit financially?



THE SORARIANT SOLUTION

Soriant completed a comprehensive assessment of the Biomed Department, with a focus on analyzing labor productivity. We determined that:

- ✓ The department was staffed appropriately but investment in additional labor and skill development could be advantageous to reducing outside service agreements
- ✓ Total department costs benchmarked favorably against like-size locations
- ✓ The hospital use of outside service vendors was very low

Soriant established that skill sets existed within the hospitals Biomed team to further reduce the use of outside agreements.

PROJECT RESULTS

The Biomedical management team agreed to a fixed budget target for productivity measurements along with weekly monitoring and reporting. A financial opportunity of \$475K was identified for implementing initiatives which included:

- ✓ Reduction of Outside Agreements
- ✓ Increased FTE's and expanded training opportunities
- ✓ Renegotiation of Existing Agreements
- ✓ Device Management Change
- ✓ Inventory Tracking

The assessment team identified other process improvement opportunities, including equipment loaner pools, which can be implemented in the future.

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.**

