



**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%**

*“Soriant consultants were responsive to our needs ensuring exceeded we our savings target”  
Operations Executive*



*Client Solution*  
**Success Story**

**MULTI-PROJECT CLIENT**

*Client Profile*

**Region:** Midwestern  
**Bed Size:** 3073  
**Department:** Contract Services for Food & Nutrition Services, Environmental Services



**Client Summary:** UnityPoint Health 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.

**Key Outcomes:** (1) Negotiation of all existing food service, environmental services, and vending contracts (2) overall financial improvement, and (3) sustainable strategies with savings of \$4.5M!



## CONTRACT SERVICES FOR UNITYPOINT HEALTH

### Food, Nutrition, & Environmental Services Optimization

With growth, change is often necessary. Senior Management of UnityPoint Health realized they faced significant challenges in support services. This system engaged Soriant to assess Food and Environmental service operations. 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 and floor supply spend
- ⇒ Poor vending commissions offered

Soriant worked side by side with the hospital team determine the best long-term plan to address the existing challenges. A project plan was defined, and implementation teams deployed.



### THE SORARIANT SOLUTION

Implementation included:

- ✓ A renegotiated the vendor contract
- ✓ Floor stock policies & procedure initiatives and established tracking methods
- ✓ Revised catering policies & procedures with accountable measures
- ✓ Completed an RFP for vending services

### PROJECT RESULTS

By implementing the Soriant assessment recommendations, this healthcare system achieved the following results:

- ✓ \$1.7M in capital improvements, with no dollars at risk.
- ✓ 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.

***Streamlining EVS & FNS service processes resulted in a \$4.5M financial gain during year one alone!***

*Soriant understands how each client faces unique challenges created by complex management situations, patient behavior, and, at times, departmental consolidation. This can create challenges but also allows opportunities for streamlining process and increasing productivity. Want Soriant Solutions to optimize your group's processes, outcomes, and expenditures?*

**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).**