



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's common for organizations to approach change cautiously, yet MUSC went all in and achieved savings in record time."

-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

Medical University of South Carolina



Soriant's clinical engineering services impacted process improvement that produced \$1.9M in savings!

Region: Mid-Atlantic

Bed Size: 620+

Department: Clinical Engineering

Project Summary: Medical University of South Carolina Health System campus in Charleston is made up of three facilities totaling over 800 inpatient beds. MUSC Health engaged Soriant for a comprehensive look into the Clinical Engineering department performance.

Key Outcomes: (1) Obtained financial improvement, and (2) sustainable guaranteed savings of \$1.9M!

CLINICAL ENGINEERING SOLUTIONS

Assessment & Optimization

MUSC Health was seeking to understand what financial opportunity existed through either a) the reduction of service agreements, b) the renegotiation of existing agreements, or c) consolidating the equipment maintenance agreements under fewer vendors.



THE SORIAN SOLUTION

- ⇒ Soriant identified 4.5 excess FTE's that could be trained to handle additional equipment responsibilities including outsourced imaging work
- ⇒ Soriant identified equipment with contracted service levels that were in excess for what was required, resulting in recurring future savings
- ⇒ Implemented multi-disciplinary changes to processes for first call so that all first calls go through the BioMed/Clinical Engineering team for evaluation and tracking
- ⇒ Eliminated redundant contracts on equipment serviced internally.

PROJECT RESULTS

The Clinical Engineering team implemented the recommendations, achieving \$1,900,000 in annual savings. This included downgrading service levels on outside agreements and transitioning work to in-house staff. The assessment team identified other process improvements that are undergoing review and future implementation, those processes include: consolidating bed storage rooms and bed shop, succession planning for director and manager, and cross-training on specialized equipment for redundancy.

Client results included \$1.9 MILLION in guaranteed savings!

The Soriant business model aligns our incentives with hospitals' objectives, so we know we are succeeding together. This is rooted in close collaboration, allowing the hospital to regain its financial footing while delivering a better patient experience. We stay engaged to ensure sustainable results with targeted action plans.

**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.**

