



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%

“Given that the vendor agreement was less than five years old I was surprised at the savings that were identified and achieved.”

*-Justin Campbell,
Vice President*



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.

Client Solution SUCCESS STORY

CLINICAL ENGINEERING

Client Profile

UNIVERSITY OF KENTUCKY MEDICAL CENTER



Region: Southeastern
Bed Size: 720+
Department: Biomedical Engineering
Type: Contract

Project Summary: University of Kentucky Health System is a large academic medical center located in Lexington KY. UK Healthcare engaged Soriant for the evaluation of BioMedical Services and Diagnostic Imaging Services

Soriant's solutions for this department resulted in over \$930,000 of savings!

SOUTHEASTERN HEALTHCARE SERVICE PROVIDER

Biomedical Engineering Departmental Audit & Optimization

UK Healthcare was nearing the end of a five-year agreement with a 3rd party management company for the provision of clinical engineering services, they wanted to understand if the fixed price they were paying the vendor was appropriate. Prior to the five-year term the Client managed the department internally with a mix of on-site staff and OEM agreements. The Client paid a fixed monthly price for the service and additionally was charged a time and materials rate for additional services. The Client was concerned that the time and material billings should have been part of the core agreement and covered under the fixed rate agreement. Over the course of the five-year agreement the vendor converted multiple external agreements to supporting internally, the Client was aware that savings were likely generated by doing this but no rate reductions were ever proposed by the vendor.



THE SORARIANT SOLUTION

Soriant completed a comprehensive assessment by evaluating the inventory maintained and calculating projected annual cost based on the life of the equipment, the expected annual maintenance cost for each piece of equipment and any required external contracts. Upon completion of the assessment Soriant recommended renegotiating the contract to establish more definition regarding additional billings outside of the fixed rate and realization of savings identified. Soriant supported Client stakeholders across the organization in identifying key performance indicators that defined success for the department. The key performance indicators had targets identified and built into a monthly balanced scorecard for measuring vendor performance.

PROJECT RESULTS

Results included savings generated through FTE efficiency, new procedures and training to limit damage repairs, a vendor guaranteed fixed glasswares budget, and reduced contribution to vendor overhead. In addition:

- ✓ **\$931,000 in annual savings guaranteed**
- ✓ **347% ROI**

*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.*

