



The Soriant Solution 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 strength of this assessment was in Soriant really understanding what our goals and challenges were and then combining that with their industry knowledge.”

*-Georgia Harrington
Senior Vice President*

SECURITY SERVICES



Customer Solution
CASE STUDY

Client Profile

**UNIVERSITY OF MARYLAND MEDICAL CENTER & UM
MIDTOWN MEDICAL CENTER**



Region: Northeastern

Bed Size: 840+

Department: Security Services

Type: Co-Sourced

Project Summary: Client was seeking a comprehensive assessment to identify risks, threats and vulnerabilities in the security program.

Soriant’s securities management team maximized client operations while creating long-term solutions for sustainable success!



UNIVERSITY OF MARYLAND MEDICAL HEALTHCARE SYSTEM

Assessment of Security Services

Challenges presented include:

- ⇒ Client wanted a third-party review of specialized external security agreements.
- ⇒ Client concerned that level of investment in security technology applications and specialized services such as K9 patrols, body cams, and non-lethal weapons were either not being vetted properly or were not being made at all.
- ⇒ Client wanted to understand crime risk and how it differed from the two facilities.



THE SORARIANT SOLUTION

Soriant conducted a comprehensive assessment of both acute care facilities, non-acute care facilities, administrative buildings, and parking areas. The facilities reviewed are in urban geographic areas that have crime rates 7x more than the national average. All recommendations were tailored to address the crime risk, trauma level of the facilities, number of access points, Emergency Department volumes, and size and scope of behavioral health units.

PROJECT RESULTS

Identified savings opportunity of \$433K in reducing specialized security services and supplementing the services with internal resources in targeted areas.

Identified 73 actionable recommendations with associated work plans for implementation. All implementation resources provided including policies, procedures, training plans, work flows, etc for implementation. Targeted implementation of the 73 actionable recommendations is 24 months. Recommendations primarily focused on:

- ✓ Security Technology
- ✓ Security Procedures for the Emergency Department
- ✓ Security of Controlled Substances
- ✓ Active Assailant Response
- ✓ Security Team Organization and Deployment
- ✓ Access Control
- ✓ Security of Parking Areas

Client gains \$433K guaranteed savings plus additional risk reduction and cost avoidance strategies.

**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.**