



The Soriant Solution Experience

Optimal program design and outcomes requires 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 ideation, quality validation, regulatory compliance, training, leadership development, installation, technical support/needs, and program development to achieve an optimal support services model with long-term sustainability at the forefront. Learn more about our team and services today Info@soriantolutions.com!

Soriant Results: Maximizing Quality, Optimizing Expenditures

Average Savings Per Project: \$2.9M

Typical Annual Return On Investment: 386%

Actual VS. Projected Savings Per Project: 112%



Client Solution SUCCESS STORY

**HEALTHCARE AFFILIATE :
MULTI-PROJECT CLIENT**

Client Profile

3 HOSPITAL SYSTEM - BAPTIST HEALTH ALABAMA



Region: Southeastern

Bed Size: 529

Department: Food & Nutrition Services,
Environmental Services

Type: Contract

Key Outcomes: (1) Financial improvement, (2) implementation of sustainable strategies, (3) and a significant return on investment.

Soriant's methodical process improvement and sustainable strategies produced \$1.3 MILLION in annual savings!



SOUTHEASTERN HOSPITAL SYSTEM

Food, Nutrition, & Environmental Services Audit & Improvement

- ⇒ Maximized the food service contract by including EVS with the food incumbent provider, managed outgoing vendor relationship and new program transition.
- ⇒ Renegotiated the FNS contract to a guaranteed savings model, standardized catering, patient and non-patient floor stock programs.
- ⇒ Identified and corrected prior overbilling FNS incidents.
- ⇒ Implemented a balanced score card that is managed monthly by Administrators and Directors.



PROJECT CHALLENGES

Challenges included:

- ⇒ Under performing EVS outcomes
- ⇒ Historically decreasing HCAHPS scores
- ⇒ Lack of program standardization across the system
- ⇒ Food Service financial risk was on the hospital versus provider
- ⇒ Patient-non patient food transfers were above benchmarks

PROJECT RESULTS

- ✓ Increased EVS outcomes, both staff moral and HCAHPS.
- ✓ Successful in achieving a significant settlement for EVS labor guarantees that were not previously managed by former service provider.
- ✓ Standardized FNS programs across the system with significant guaranteed cost reductions/revenue enhancements.

Client results in savings of \$1.3 MILLION!

Soriant understands how each client faces unique challenges created by complex management situations, patient behavior, and, at times, department consolidation. This can create challenges but also allows opportunities for streamlining process and increasing productivity.

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.