



***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***

**Actual VS. Projected Savings Per Project: 112%**

**Typical Annual Return On Investment: 386%**

**Average Savings Per Project: \$2.9M**

*“All of you have proven many times over why we made the right, best choice by selecting Soriant to be our partner. You have a great team of experts that cannot be beat.*

*Barry Watkins  
Administrative Director*

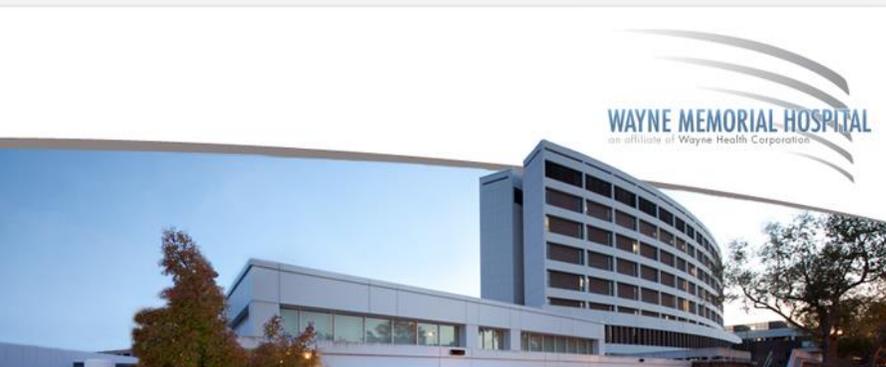


# *Client Solution* SUCCESS STORY

**LAUNDRY & LINENS**

## *Client Profile*

**UNIVERSITY OF NORTH CAROLINA HEALTHCARE SYSTEM**



**Region:** Southeastern

**Bed Size:** 300

**Department:** Laundry & Linen Operations

**Type:** Self-Op

**Project Summary & Key Outcomes:**

Soriant supported Wayne UNC Healthcare in improving its laundry and linen processes in three key phases: (1) assessing its on-premises laundry for safety and quality, (2) providing strong interim management of laundry operations to stabilize and improve operations, and (3) identifying and selecting a long-term outsource partner.



## WAYNE MEMORIAL HOSPITAL

### Assessment & Optimization of Laundry & Linen Services

Soriant's audit and solutions included the following processes:

- ⇒ Assessed the washing process of linen and implemented long-term solutions to ensure safety of linen for employees and patients.
- ⇒ Implemented strategic changes to the process allowing for more productivity resulting in more throughput with less manpower hours.
- ⇒ Interviewed key users to discover how much linen was needed in each department.
- ⇒ Worked with the team leaders in the laundry to achieve proper linen supply.
- ⇒ Assisted with finding vendors to submit proposals.
- ⇒ Found a liquidator to liquidate the equipment.
- ⇒ Selected the best-fit vendor from the proposals and managed the changeover process to the new vendor.



### KEY CHALLENGES

1. Ensure safety of linen for employees and patients
2. Improve linen process to reduce costs
3. Linen areas were not receiving an adequate amount of linens
4. Manage RFP process
5. Assist with divestiture
6. Assist with outsourcing

### PROJECT RESULTS

- ✓ Safe Linen
- ✓ Higher Productivity
- ✓ Adequate PAR Levels Throughout
- ✓ Submitted RFP's to 5 Companies
- ✓ All Equipment Liquidated
- ✓ All displaced employees placed in new roles
- ✓ Completed Outsourcing with New Vendor with a highly competitive market rate over the next three years

**Client results included a total annual departmental savings of \$689K!**

*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](mailto:info@soriantolutions.com).**