



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:

Actual VS. Projected Savings Per Project: 112%

Typical Annual Return On Investment: 386%

Average Savings Per Project: \$2.9M

"Soriant's fresh set of eyes on our operations set us on a path to strategically look at how we spend our capital and delivered lower operating costs."

*-Mark Johnson,
VP Supply Management*



Client Solution
SUCCESS STORY

LAUNDRY & LINENS

Client Profile

UNITY POINT HEALTHCARE SYSTEM



Region: Midwest

Bed Size: 3250+

Department: Laundry & Linen Operations

Project Summary: UnityPoint owned a centralized laundry operation that was providing services to their 17 hospitals and a dozen external customers.

Key Outcomes: (1) Optimized financial results and achieved guaranteed savings, (2) obtained upfront consider and linen investment exceeding **\$2M**, and (3) facilitated a **700% ROI**.

Departmental savings were averaged at \$600K!



UNITY POINT HEALTH – 17 HOSPITAL SYSTEM

Assessment & Optimization of Laundry & Linen Operations

The organization had a 3rd party management company operating the laundry but costs had continued to outpace inflation for a number of years. The client wanted to determine if their all-in costs were competitive with outside services. They also sought to understand what the right go-forward model was to meet the following goals:

- ⇒ insure a stable linen program
- ⇒ minimize annual investments
- ⇒ pay at market rates
- ⇒ ensure that patient safety standards are high



THE SORIAN SOLUTION

After a comprehensive assessment and hundreds of stakeholder interviews across the enterprise, it was determined that the best path forward for the organization to meet their goals for the projects was to divest the laundry plant to an experienced operator and contract with that operator for the provision of services at market rate.

PROJECT RESULTS

The healthcare organization received upfront consideration in excess of book value for the plant and executed an operating agreement relationship at market rates. In addition to the upfront consideration, the healthcare organization avoided a capital equipment refresh.

Client results included a linen infusion of more than \$2,000,000 and annual savings to the health system for recurring services of \$600,000!

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.