

\$600,000 SAVINGS IN ENVIRONMENTAL FIVE YEAR SAVINGS OF \$3 MILLION



CLIENT: Health System
BED SIZE: 330
REGION: Midwest
TYPE: Self-Op

DEPARTMENT:

- Environmental Services
- Food & Nutrition Services

CLIENT PROFILE:

- Not For Profit

KEY OUTCOMES:

- 20% improvement in retail sales
- \$600,000 year one savings
- 5-year savings of \$3 Million

For more information about other Soriant Healthcare customer successes, please visit:
www.sorianthealthcare.com

CHALLENGE

Methodist Hospital is a 330 bed nonprofit hospital located in Peoria, Illinois. The health system recently acquired a smaller hospital. The executive team cancelled the management contract and consolidated the leadership team at both campuses. Soriant worked with Methodist to tackle their challenges.

- Excessive spend in supplies
- Inefficient and outdated production systems
- Stagnant retail sales
- Floor stock spend 2x higher compared to benchmarks
- Consolidated Vendors focused on efficient EVS product lines

SORIANANT SOLUTION

Soriant brings our deep experience to every engagement and ensures that when we leave, our clients are equipped with the capabilities and tools needed to continue to improve and grow. We use our broad and deep knowledge to address the unique challenges and find opportunities for superior performance that impacts the patient experience as well as the bottom line. Our focus for Methodist centered on the following directives:

- Complete department's cost and operation analysis
- Identify gaps in delivery and performance issues
- Define appropriate levels of supply and mapped actual to forecast estimates
- Determine stressors that impacted service levels
- Create and monitor balance scorecards



RESULTS

Soriant's work with Methodist included a comprehensive review of necessary tasks associated with implementing each EVS improvement, including talent capabilities and system requirements to allow for future growth. Enhancements include:

- Optimized processes and productions systems
- Implemented waste tracking systems
- Policies and procedures streamlined
- Patient and Retail Menus established
- Initiated New retail program and standards guide
- Managed all training with a focus on upselling and AIDET
- Focused on effective and improved infection control
- Produced Labor Savings
- Determined correct inventory levels and product selection

Soriant understand 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. Soriant focuses on what shareholders demand with a standard



**Process improvement produced
\$600,000 in annual savings -
\$3 Million Savings Across Five Years**

For more information about achieving similar success, please contact us at 770.777.6633 or info@sorianthealthcare.com.

