

## \$265K ANNUAL SAVINGS

**CLIENT:** Hospital  
**BED SIZE:** 300+  
**REGION:** Northeast  
**TYPE:** Contract

**DEPARTMENT:**

- Laundry & Linen Operations
- Contract Services

**CLIENT PROFILE:**

- Non-Profit
- Laundry Services using COG (Customer Owned Goods)

**KEY OUTCOMES:**

\$265,000 Annual Savings

For more information about other Soriant Healthcare customer successes, please visit:  
[www.sorianthealthcare.com](http://www.sorianthealthcare.com)

### CHALLENGE

In this nonprofit community hospital, the laundry services are outsourced to a local linen provider, and the textiles are owned by the hospital in a customer-owned goods situation (COG). No linen management system existed within the hospital.

When comparing to benchmark standards, it was determined that the hospital was spending almost double the standard on annual linen purchases, resulting in clear budget deficits. Scrubs were managed separately with the same linen vendor. The hospital had negotiated a new vendor agreement for scrubs, which would have added significant costs.

### SORIANANT SOLUTION

Soriant Healthcare was brought in to audit their laundry services and help work through a full spectrum of strategies, operations, and overall department processes.

Soriant brings a diverse and deep knowledge base, along with a collaborative spirit, to each engagement. It is our standard of practice to work alongside the clients team to develop practical and sustainable solutions that will deliver repeated and sustainable results.

The solutions included:

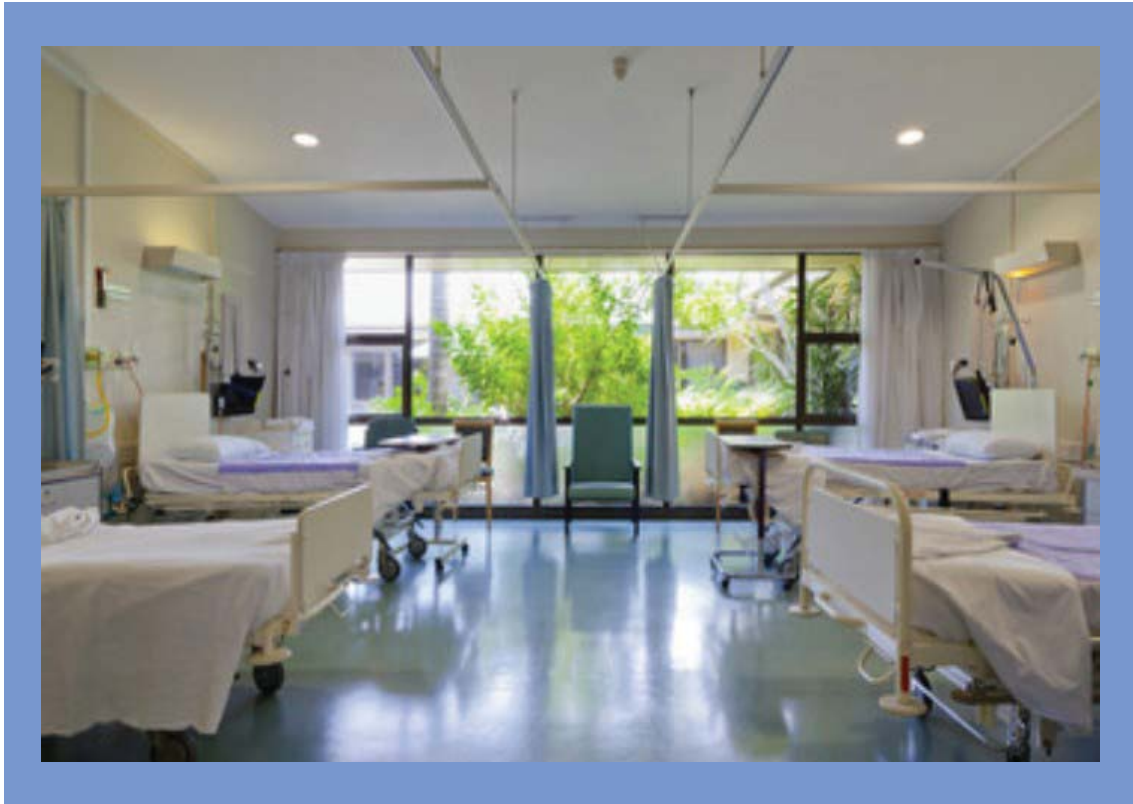
- Negotiate with the linen provider to change from a COG to a rental linen agreement
- Renegotiate a better scrub agreement to improve cost and quality
- Create and lead a linen task force to evaluate changes to textile products and enable reduced utilization or linen poundage



## RESULTS

Soriant works with leadership and key healthcare players to develop and execute strategies to achieve the department budget goals and sustainable results. We help our clients identify and evaluate their strategic options with a fresh eyes approach and the disciplines needed to implement their chosen goals.

Negotiations involved moving from a purchase to rental version of linen operations, so that the hospital would no longer be purchasing linen items. This change resulted in \$200,000 annual savings for the hospital. Scrubs processing was also integrated with the existing laundry provider, to improve quality / volumes, while keeping the pricing flat. This resulted in an annual cost avoidance of \$65K.



It is our job at Soriant to identify critical success factors, understand, and communicate the complexities of the contract terms and seek the smartest solution for each client. There is no one answer for all situations. Soriant prides itself in the ability to customize the solution(s) and create a clearly articulated strategy, acting quickly to create results and value for the organization.

## **\$265,000 ANNUAL LAUNDRY SAVINGS**

For more information about achieving similar success, please contact us at 770.777.6633 or [info@sorianthealthcare.com](mailto:info@sorianthealthcare.com).

