

LINEN & LAUNDRY ANNUAL CONTRACTED SAVINGS OF \$155K

CLIENT: Healthcare System
BED SIZE: 527
REGION: South
TYPE: Contract

DEPARTMENT:

Laundry & Linen

CLIENT PROFILE:

- Not-for-Profit
- Regional System

KEY OUTCOMES:

- Contracted Savings
- 30 times ROI in Savings over a five-year term

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CHALLENGE

This two-hospital regional healthcare system, located in the Southern United States, was getting poor service at a high cost from their Laundry & Linen provider. The vendor's regional management was not responsive to the needs of the healthcare system, which fostered a lack of confidence in the provider's capability to remedy service failures.

The Soriant team was brought in to provide resources, manage the RFP process, and analyze proposals for the at-capacity Supply Chain Solutions department.



SORiant SOLUTION

Once the decision was made to move to an RFP, Soriant was engaged to quickly manage the process and recommend solutions. The healthcare system desired to make the most of their investment with Soriant, and the Soriant team delivered. A contract was secured that will yield a 30x ROI over a five-year period.



SORIAN SOLUTION (continued)

The solution included:

- Oversee proposals, interviews, and site visits with potential vendors
- Deliver comprehensive contract and cost analysis
- Provide succinct summary reports and recommendations to hospital leadership
- Manage contract negotiations to ensure best contract terms
- Support conversion for provider's vendor change, utilizing Soriant's proprietary and comprehensive project management tool



RESULTS

Soriant Healthcare provided a comprehensive solution to this Not-for-Profit Regional Healthcare System that allowed them to share the responsibility of managing the RFP and vendor conversion process. Through this partnership, our client contracted for cost savings in excess of \$150K annually.

This project demonstrates the ability of Soriant to produce sustainable cost savings on behalf of our clients; as well as support an overburdened Supply Chain and Purchasing department by providing the heavy lifting during vendor selection and changeover.

**TOTAL CONTRACTED SAVINGS
EXCEEDED \$150K ANNUALLY**

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

