



## \$1.88 MILLION ANNUAL SAVINGS ACHIEVED

**CLIENT:** Antelope Valley Hospital  
**BED SIZE:** 400+  
**REGION:** West  
**TYPE:** Contract

### DEPARTMENT:

- Food & Nutrition
- Environmental Services
- Patient Transport
- Laundry & Linen

### CLIENT PROFILE:

- Full service acute care hospital
- Outsourcing Food Department, 10+ years
- Self Op Environmental Services, Patient Transport, Laundry & Linen

### KEY OUTCOMES:

- Changing vendors in FNS.
- Transitioning EVS, Transport, and Linen services to same vendor
- Combined savings of \$1.88 Million

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

*“We were looking for a way to improve the quality of Food and Environmental services while driving out unnecessary operational expense. Soriant Healthcare was engaged to seek improvements within operations and identify cost savings.*

*Soriant recommended and facilitated an in-depth RFP process. They developed the RFP & financial comparison templates, negotiated contract terms and ensured that vendor promising deliverables were in place. Soriant was able to assist the hospital in selecting a skilled vendor with quality outcomes while delivering combined savings of nearly \$2M. Antelope Valley Hospital would highly recommend Soriant to any acute care hospital seeking similar improvements.”*

*Jack Burke, Chief Operations Officer  
Antelope Valley Hospital*

### CHALLENGE

Antelope Valley Hospital is a district hospital serving the Lancaster, Palmdale and Antelope Valley areas of the California high desert. It is the only full service hospital with a neonatal ICU. The stated mission of Antelope Valley Health District is to improve the quality of health in their community through research, education, and innovation.

Antelope Valley Hospital sensed a need for change in the existing operations of Food, Environmental, Patient Transport and Linen Services; as well as the need to maximize operational savings. With expiration of the existing vendor contract in FNS and recent management changes in other service areas, the Antelope Valley leadership decided to take all services out to competitive RFP.



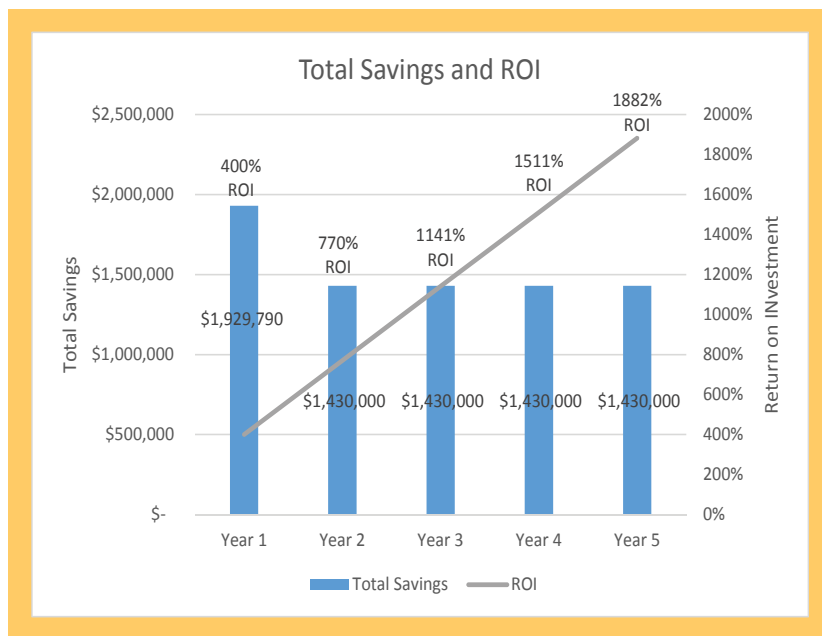
## SORIAN SOLUTION

Once the decision was made to move to an RFP, Soriant was engaged to quickly achieve and sustain the required solutions. The hospitals objective was to achieve a good ROI. Soriant achieved over ten times the investment in year one alone! The solution included:

- Develop and provide full oversight of the RFP process
- Facilitate and supervise all vendor activities and communication plans
- Provide analysis of vendor proposals and financial outcomes for hospital senior leadership
- Assist review committee and senior leadership in finalist selection
- Negotiate vendor contract, securing key wins for the hospital

## RESULTS

Soriant can assist both large-scale transformation solutions as well as more focused, department specific solutions. Our integrated processes include effectively managing all the complex elements to unlock sustainable value and “turbocharge” the department(s). Our goal is to focus on a great patient experience and achieve operational excellence to deliver high quality service through the vendor(s) and contractually obligate competitive cost.



- Operational savings in Food & Nutrition Services of \$641,000. Savings in EVS, Patient Transport, and Linen Services equal \$439,000
- Vendor capital investments of \$612,000, at no cost to the hospital
- Implemented policy changes, menu changes and tracking tools to ensure separate catering, free meals and floor stock initiatives were on track to deliver \$164,000 annually, \$820,000 over 5 years.

Soriant believes in a rapid cost transformation approach for an urgent turnaround for underperforming departments. Our clients experience quick restoration to profitable and

metrics accountable departments. We create lasting improvements in efficiency and effectiveness, aligning process goals to both departments and overall business objectives.

# TOTAL SAVINGS EXCEEDED \$3,000,000

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

