

NAVICENT HEALTH ACHIEVES SAVINGS OF \$4 MILLION GUARANTEED



CLIENT: Navicent Health
BED SIZE: 637
REGION: Southeast
TYPE: Contract

DEPARTMENT:
Food and Nutrition Services

CLIENT PROFILE:

- Full Service Hospital
- Second largest in Georgia

KEY OUTCOMES:

- Stretch Goals Established
- Balanced Score Card - Monthly / Quarterly Compliance
- \$1.5M Capital Improvement

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

“Medical Center, Navicent Health, engaged Soriant to identify opportunities to improve overall value from a service, quality, and cost perspective. Their initial assessment, determined clear savings opportunities and a more effective structure for the outsource contract. Soriant’s team was easy to work with and exceeded all expectations during implementation. Our Soriant consultants managed negotiation strategies, contract terms, and ensured the vendor implemented their programs as agreed.”

Our savings and capital investment surpassed what we could have achieved without Soriant’s partnership. I highly recommend Soriant as experts and great partners in the support services field”

Tom Sands
Chief Professional Services Officer, Navicent Health

CHALLENGE

Navicent Health (MCNH) is a full-service hospital, second largest in the state. Treating patients from nearly 80 percent of Georgia’s 159 counties. Food and Nutrition Services operations have been outsourced for ten years. Though the vendor was performing well from a quality perspective, MCNH contracted Soriant Healthcare to identify opportunities to enhance its overall FNS value.





RESULTS

The initial assessment showed an opportunity for financial improvements as measured against like size institutions in like geographies. The hospital elected not to go to RFP. As a result, Soriant re-negotiated terms with the existing vendor. Soriant proven processes identified opportunities for sustainable cost savings and attained a large capital investment complete a redesign of the retail venues.

- Guaranteed savings of \$800K per year for five years, total savings of \$4.0M
- \$1.85M capital improvements in retail areas.
- Stretch goals established and memorialized within the contract terms
- Deployment of Balanced Score Card (BSC) monthly compliance calls
- Quarterly BSC review and apply penalties, if appropriate
- Establish and follow a detailed timeline and action matrix

Soriant helps organizations make critical decisions related to sustainability strategy, operations, stakeholder engagement, growth and cost opportunities. We ensure that sustainability efforts are anchored in business fundamentals and demonstrate a clear return on investment—and that those efforts are then firmly embedded within our clients' strategy and operations. Soriant helps address specific challenges facing organizations in resource-intensive departments.



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Total Savings of \$4.0M**

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

