

SORIAN HEALTHCARE

Accelerating performance of support services with integrity, service, and results

Soriant is a market leader in providing support service solutions for the health care industry. We help institutions target sustainable savings opportunities while improving patient care for the long term; partnering with hospitals and health systems to accelerate performance, improve quality, enhance patient satisfaction and decrease costs.

The spirit of service and partnership enables our team to engage your leadership to harness the operational controls, create efficiencies, and improve processes to guarantee your institution's long-term success.

Soriant leadership averages 25 years of executive healthcare experience offering depth and breadth of industry knowledge. Soriant understands the challenges that drive the decision making process and that successful organizations are those that adapt and evolve. Our well-designed, market-responsive strategies drive cost reductions while directing your resources to patient care. Soriant implements tools and best practices to ensure our results are sustained over time.

SAMPLE SAVINGS FOR 250 BED HOSPITAL

CLINICAL ENGINEERING	\$200K - \$300K
CONTRACTS	\$450K - \$1.6M
ENERGY/UTILITIES	\$150K - \$500K
ENVIRONMENTAL	\$150K - \$500K
FACILITIES	\$200K - \$600K
FOOD SERVICES	\$350K - \$1.3M
LABORATORY SERVICES	\$ 75K - \$300K
LAUNDRY & LINEN	\$100K - \$300K
PATIENT TRANSPORT	\$ 25K - \$100K
ROOM SERVICES	\$ 50K - \$200K
SECURITY	\$100K - \$300K
VENDING	\$150K - \$500K

TOTAL FIRST YEAR SAVINGS \$2.0M - \$6.5M

**In 5 Years, a 250 Bed Hospital
Will Realize an Average of
\$20 Million in Savings**

EXPERTISE INCLUDES

- Proven & Tested Methodologies
- (Re) Negotiating Vendor Contracts
- Managing the RFP/RFI Process
- Improving Labor Productivity & Work Flow
- Reducing Departmental Operational Costs
- Enhancing Service Levels & Best Practices
- Increasing Department Revenue Streams

Transparency and collaboration are our driving principles

We are committed to providing exceptional service and cultivating long-term relationships – our mission is having you know what we know – transparency is the vital principle that enables your leadership to harness the internal controls, create efficiencies, and improve processes to guarantee your institution's long-term success. With Soriant's collaborative, side-by-side approach and tracking and measurement tools, support services departments, continually achieve projections and maintain budgets. Soriant is independent from any vendor, bringing objective insights and recommendations to foster greater savings.

Soriant Solutions

CLINICAL ENGINEERING

The appropriate and safe operation of clinical (diagnostic and therapeutic) equipment is paramount to the proper functioning of any healthcare facility. Evaluating the expenses associated with maintenance of equipment, consolidate operations, and contract analysis.

CONTRACTS & CONTRACT SERVICES

Often times millions of dollars in savings that can be achieved through renegotiating third party supplier contracts and incorporating best practice solutions. Utilizing our deep expertise from working on the inside with numerous vendors, we assess opportunities quickly and share insights and savings beyond expectations.

DESIGN

Providing clients with sustainable, aesthetically pleasing and functional facilities that optimize workflow, encourage strict sanitation practices, reduce operating expenses, and provide maximum flexibility.

ENERGY/UTILITIES

Ensuring that energy/utilities are aligned with industry benchmarks, determining best practices and renegotiating hospital contracts saves our clients thousands. We audit your utility and telecommunications services, evaluate current contracts and negotiate with equipment vendors and energy providers to find savings while improving quality.

ENVIRONMENTAL SERVICES

Patient and visitor satisfaction begins when people walk through the door of your facility. We'll help your hospital realize its mission to be a cost-efficient, clean and safe facility, while improving productivity and reducing operating costs.

FOOD & NUTRITION

Soriant can substantially reduce the net operating costs of your food & nutrition department. As former Food and Nutrition department leads and vendor executives, we have a deep understanding of the industry and bring cutting edge techniques to reduce the net operating costs of your food & nutrition department.

LABORATORY SERVICES

Serving as a collaborative partner to achieve savings, improve efficiencies, and increase revenue. We partner with clients to thoroughly evaluate their laboratory to determine the best ways to save money and improve performance.

LAUNDRY & LINENS

Significant opportunities for savings often lie in laundry and linen operations. Our leadership will help you maximize efficiencies, ensure that your processed linen cost per lb. is appropriate for your geographical area, and optimize your utilization of linens

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PATIENT TRANSPORT

Efficient transport for your patients is critical to your hospital's patient throughput and satisfaction. Soriant's team of experts can assist with improving throughput, increasing clinical productivity, and reducing costs per trip.

PHARMACY

As hospitals are facing rising costs and lower reimbursement, pharmacy departments have become an area for increased focus and review. Pharmaceuticals typically account for 10-15% of a hospital's total budget.

ROOM SERVICE

The level of food quality and service impacts the experience of virtually every patient. Soriant Healthcare has proven expertise and experience implementing Room Service programs, with hospitals, of all sizes, across the country.

SECURITY

More than any other type of institution, a hospital must convey a sense of safety and security to customers. Increase your patient and guest's experience by conveying a sense of safety and security to customers.

VENDING

Vending services are often undervalued and offer excellent opportunities for hospitals to increase revenue and improve the patient experience. We consistently find significant additional revenue opportunities for hospitals, as this area is often an overlooked opportunity.

**NEITHER PRO CONTRACT, NOR PRO SELF-OP,
SORIANT HEALTHCARE IS
PRO CLIENT**