

Outsourced foodservice RFP delivers \$5.5M in year-one savings



Key takeaway:

A structured, data-driven RFP led by Vizient enabled the health system to secure a high-value outsourced foodservice partner, delivering immediate savings and long-term value.

A leading academic health system sought to improve foodservice performance across multiple hospitals. The initiative focused on improving cost efficiency, service quality, and innovation while maintaining a high standard of patient experience.

Challenge:

Rising costs and inconsistent performance prompted the system to evaluate its foodservice model and identify a partner capable of delivering measurable savings and improved operations.

Solution:

Vizient led a structured, data-driven RFP, combining financial analysis with service and innovation criteria to enable an objective, side-by-side comparison of potential partners.

Results:

- \$5.5 million in projected year-one savings
- \$4 million capital investment in retail enhancements
- \$1 million in annual rebates and \$1.5 million in community and outreach funds
- Improved transparency through monthly financial reporting
- Strengthened operations through enhanced governance and leadership structure