

Self-op foodservice GPO conversion delivers \$1.27M in savings



Key takeaway:

A structured governance model enabled the health system to accelerate a complex GPO conversion, delivering rapid savings while maintaining quality and operational stability.

A large multi-hospital health system sought to transition food and nutrition procurement to a new GPO to reduce costs while maintaining strict quality and nutrition standards. The initiative focused on accelerating speed to value through a structured, governance-driven approach.

Challenge:

Traditional procurement transitions are time intensive and complex with risk to product quality, clinical standards, and operational continuity.

Solution:

Vizient supported a governance-led, data-driven conversion process by aligning clinical, culinary and supply chain stakeholders to evaluate products, ensure compliance with strict standards, and accelerate decision making.

Results:

- \$1.27 million in savings, exceeding initial targets by 3x
- Completed full GPO conversion in 3 months
- Maintained strict nutrition, quality, and sourcing standards
- Accelerated decision-making through multidisciplinary governance
- Minimized operational disruption during transition