

Vizient Outsourced Food and Nutrition Program – Success Case Study

Vizient identified \$4M in annual savings and delivered a 13% decrease in program spend for a large Northeastern health care system

Health system with nine hospitals, operating with a combination of in-house foodservices as well as outsourced services across the system - looking to identify savings, quality and efficiency opportunities

Critical success factors

Set project scope: Member C-suite, hospital food leaders, supply chain and Vizient leadership.

Categorized existing in-house and supplier spend.

Reviewed contracts to determine termination dates, exit clauses, service level agreements and pricing terms.

Developed and facilitated RFP and supplier presentation. Provided bid analysis.

Negotiated and contracted ensuring appropriate key performance indicators were included.

Results

13%
Decrease in
program
spend



\$4M
Annual
savings



- Savings identified through systemic program implementation, staffing efficiencies and overhead elimination
- Contract negotiated to include incentive / disincentive language aligned with hospital goals