

Vizient Food Program - Success Case Study

Authorized distributor, US Foods, partnered with Vizient member IDN to identify \$3.4M in year-over-year operational savings

Large not-for-profit system of fifty hospitals, with in-house foodservices as well as outsourced services, aligns food and supply purchasing to drive standardization and contract utilization - initiatives to reduce floor stock, improve catering and enhance retail pricing strategy

Critical success factors

US Foods Business Solutions expertise facilitated Baseline benchmarking of key metrics and identified operational opportunities for the 25 largest operations

IDN increased Vizient program participation by more than 4% (or \$3.5M), while increasing contract utilization by more than 11%

Results



\$3.4M

In year-over-year savings for patient day expenses (3.8% reduction)



82%

Contract utilization (from 71%)



33%

Decrease in product variance between hospitals

Average case price decreased 1% net to inflation

Since 2009, Vizient members have documented \$112 million in cost reduction and revenue growth through US Foods Business Solutions.