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Non-profit Community-Based Health System Saves \$945K

About the Case Study

The regional health system operates two acute care hospitals with 340 beds and is supported by more than 400 physicians and 4,600 employees. Its network also includes the region's largest home health agency, along with skilled nursing, rehabilitation, and assisted living facilities.

Valify Advisory identified an opportunity to consolidate Biomed services with the supplier already managing Food and EVS. Aligning these services under one master agreement reduced vendor complexity, improved operational efficiency, and delivered **\$945K** in annual savings.

Key Takeaways

- Capitalize on opportunities within the Valify platform and preferred supplier network
- Align purchased services spend with contract coverage and compliance
- Unite stakeholders around consistent category sourcing strategies
- Apply a disciplined contracting approach to maximize value

TAKE CONTROL OF YOUR PURCHASED SERVICES SPEND—USE VALIFY TO IDENTIFY HIDDEN COST-SAVING OPPORTUNITIES AND DRIVE IMMEDIATE RESULTS.

TURN INSIGHTS INTO ACTION.

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Case Study

BIOMED



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Health System Details:



Major regional network



2 hospitals



Massachusetts



\$1.1B



400 physicians,
4,600 employees

Solution



- Valify Advisory partnered with the client to evaluate all incumbent suppliers and determine the strongest path forward.
- The team collected competitive proposals, analyzed financial and operational implications, and delivered a clear recommendation supported by projected savings.

Challenge



Goal: Consolidate Biomed services under a single supplier to reduce costs and improve operational consistency.

Leadership also sought support in stabilizing Biomed technician retention.

Results



The new agreement generated

\$945K

Annual savings, totalling

\$3.8M

over the contract term.

The client selected one supplier to manage outsourced EVS, Biomed, and Food Services.

Three agreements were consolidated into a single master contract with improved terms, simplifying oversight and strengthening compliance.

Valify's full-service capabilities empower healthcare leaders to easily optimize their purchased services programs, end-to-end.

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