



ADVANTAGETRUST®
a division of HealthTrust

**One of the largest
Nationwide Delivery Networks**


HealthTrust provides a network spanning over
80 major distribution centers and 200
regional suppliers—delivering more than
110,000 food service product SKUs.

Providing the **Most Competitive** Food & Nutrition Programs

Acute Pricing for the Non-Acute Care Communities

HealthTrust's Food & Nutrition program delivers the best and lowest cost for long-term, senior care and other non-acute care centers. In addition to high quality food options for your community, you'll have access to the exact cost of every item, including rebates received and total savings—allowing you to budget accordingly.

***Put our team of experts
to work for you.***



**Check out our
Foodbuy case
study on the
back.**

**Put our Food & Nutrition
expertise to work for you today.**

Questions? For more information on HealthTrust's Food & Nutrition Program, contact our team today:
foodinfo@healthtrustpg.com | healthtrustpg.com



Health System Details:

 Privately Owned	 Single-site
 skilled nursing facility	rehab, long-term care assisted living options



Challenge

The financial pressures of being a privately-owned skilled nursing facility necessitated cost savings measures, and Foodbuy was engaged to help with the efforts. The Member also engaged a competitor GPO to compare benefits. Ultimately, the Foodbuy guidance and cost savings proved to be significantly more impactful, so communication with the other GPO was ended early in the review process.



Solution

The Foodbuy team performed a dining spend optimization. The results suggested slight modifications to food orders that would decrease off invoice spend by 9% annually while increasing quarterly rebates earned by 33%. Additionally, the optimization revealed that disposable products like paper goods, liners, and plastic utensils could be acquired from other partners for 21% savings. An additional spending review was performed with cleaning chemicals, leading to estimated savings 45% savings annually. Working through a healthcare-specific Foodbuy GPO partner, the Member saved an additional 10%, and 55% annual savings on medical supplies and over-the-counter medications.



Outcomes

Once vendors were consolidated, the Member could benefit from streamlined ordering, saving their team both time and money. Implementing all the suggested changes would equate to over \$100,000 of savings annually.

9%

savings off invoice for food spend

33%

increase in manufacturer rebates

21%

estimated savings on disposable products

9%

estimated savings on kitchen cleaning chemicals

