



**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

## **Patient Satisfaction and Net Cost Transparency**

HealthTrust's Food & Nutrition program delivers the best food at the lowest cost for your facility. In addition to high quality food options resulting in improved patient satisfaction, you'll have access to the exact cost of every item, including rebates received and total savings—allowing you to budget accordingly.

***We deliver best-in-class pricing  
on all food categories***



**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](mailto:foodinfo@healthtrustpg.com) | [healthtrustpg.com](http://healthtrustpg.com)



## Health System Details:



One of the nation's top five largest U.S. health systems. Their facilities serve millions annually and include a wide variety of practice areas.



**40 acute care & specialty care hospitals**



**Serve patients & providers in over 20 states**



**800 physician practices & outpatient facilities**



## Challenge



This hospital system had significant purchasing power but wanted to more fully leverage and maximize the full value of its purchasing contracts through Foodbuy. The system's utilization of contracted items hovered at 52%, which put pressure on other parts of the business to over-perform. Increasing system utilization of contracted items would directly benefit the customer's bottom line due to the rebates tied to those items. In addition, the customer felt there were more cost-saving and revenue-generating opportunities to be found by auditing operational procedures at the facility level.



## Solution

Foodbuy began a thorough review of purchasing practices, which entailed optimizing items, creating a Managed Order Guide (MOG), and auditing purchases after implementation. Moreover, the Foodbuy Culinary Solutions team performed on-site consultations with four hospitals. The team analyzed the flow of goods from the loading dock to the customer's site (including storage & safe handling), re-engineered the menu, made recommendations for product optimization, and reviewed the retail strategy (merchandising, margin management, and marketing).



## Outcomes

As a result of our close collaboration and problem-solving, Foodbuy was able to:

**25%**

**Increase total contract utilization for the system**

**3%**

**Sales increased on high profit margin items**

**65%**

**Increased rebate revenue over 20 months**

**\$.02/oz.**

**Cost of items were reduced**

**-6%**

**Decrease the blended cost of retail items**

**30%**

**Contract utilization lift to hospitals which had direct Foodbuy engagement**