

# GOOD SAMARITAN HOSPITAL

LOS ANGELES, CALIFORNIA

“The cost savings Huron delivered were far above and beyond our target. The redesign process they led will ensure that we sustain these savings year after year.”

**ALAN INO**, CHIEF  
FINANCIAL OFFICER,  
GOOD SAMARITAN  
HOSPITAL

Good Samaritan is a 408-bed hospital and academic medical center with nearly 95,000 outpatient visits per year. The hospital has more than 1,500 employees and has 600 physicians on its medical staff.

## The Challenge

**Good Samaritan Hospital set a goal of becoming the lowest-cost provider** in its market while maintaining its ability to deliver outstanding diagnostic, surgical, and therapeutic care. Leadership sought to optimize supply chain efficiency and to reduce overhead by eliminating the need for an off-site warehouse.

Huron worked collaboratively with hospital leadership and staff to implement non-labor cost savings through contract negotiations, utilization practices, and standardization. Huron also led a redesign of the entire supply chain process, improving workflow, technology, and efficiency, allowing Good Samaritan to sustain bottom line benefits.

## REDUCING SUPPLY COSTS

Huron worked with Good Samaritan to further centralize purchasing, leverage volume, and renegotiate contracts. This approach delivered annual recurring savings across clinical and non-clinical supplies, including medical/surgical supplies, implants, contract services, food and nutrition, environmental services, and pharmacy and laboratory costs.

## TRANSFORMING THE SUPPLY CHAIN

Huron redesigned core supply chain processes and workflow to be more efficient, transparent, and accurate. The engagement automated the supply replenishment process and reengineered the purchase order process, creating a paperless environment.

## ENHANCING TECHNOLOGY

Huron improved utilization of Good Samaritan’s Materials Management Information System (MMIS) to increase efficiency, eliminate redundancies, and improve turnaround time. The engagement also implemented RFID technology to increase visibility of assets and to improve inventory controls for cath lab supplies and hospital equipment.

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“Our work with Huron Healthcare helps us continue to deliver excellent care at a competitive cost, positioning us for a strong future.”

**ANDREW LEEKA**, PRESIDENT AND CEO,  
GOOD SAMARITAN HOSPITAL

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## REDUCING OVERHEAD COSTS

Through its redesign, Huron helped Good Samaritan move to a JIT (just in time) supply replenishment program, eliminating the need for an off-site warehouse.

## Results & Benefits



**\$7.8M recurring cost savings**  
(140% of target savings)



One-time savings of **\$200,000**  
from inventory reduction



Recurring labor savings of **\$70,000**

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Titles reflect positions at the time of our engagement

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MU 141742