

“Our relationship with Meridian,

for me as a CEO, was key in that we had a partner to help us to survive the future of healthcare.”

Karen Wyble
CEO, St. Martin Hospital



**Lafayette General
Health**

Company

Lafayette General Health
Lafayette, LA

Industry

Healthcare



“ **The most important factor** in our selection in refurbished over new had to do with pricing, but Meridian made it easy because we did not sacrifice quality.”

Laurence Vincent
Chief Nursing Officer, University Hospital and Clinics



Meridian Drives Down the Cost of Healthcare and Lafayette Boosts Patient and Clinician Satisfaction Scores

About Kansas City Life Insurance Company

Lafayette General Health is Acadiana’s largest non-profit, community-owned regional health system committed to always delivering excellence. The system has over 4,000 employees, serving the south-central region of Louisiana by aligning with facilities across Acadiana.

Lafayette General Health has:



4,000+
Employees



7
Hospitals



800+
Beds

The Challenges

Across Lafayette’s network of hospitals and clinics, the team struggled with being able to cost-effectively standardize their equipment across all of their facilities. Managing their equipment through multiple equipment and finance vendors had taken a toll on the system both financially and in the way of patient and staff satisfaction. Upgrades were not happening as quickly as they needed to, resulting in costly purchases to make up for the lack of a disciplined refresh cycle. With staff and patient safety issues on the rise, Lafayette needed a partner to help them create consistency with how they acquired their equipment and someone to provide a consultative approach to lowering their medical equipment costs.

How Meridian Helped

In response to frustration by patients, nurses and hospital staff, Lafayette partnered with Meridian to implement a new equipment acquisition process. With Meridian’s expertise and experience in the healthcare industry, Lafayette gained a partner who not only provides access to cost-effective refurbished medical equipment, but also advice and guidance in helping to select equipment that best meets their patient’s and clinician’s needs. Lafayette purchased Meridian Select refurbished beds at a savings of over 50% over new. Meridian also provided scopes and access to a full suite of finance and lease options throughout Lafayette’s network of hospitals and clinics.

Business Challenges:

- I Am Spending Too Much Time on Admin Tasks
- I Worry I Am Losing Market Share to My Competition
- I Can’t Keep Up with the Pace of Change

Finance Challenges:

- I Am Spending Too Much Time Negotiating
- I Am Overpaying for Equipment
- My Budget Holds Me Back
- I Don’t Have Access to Capital

Business Impacts

The flexibility of Meridian’s lease documentation allows LGH to make decisions based on their changing needs both financially and strategically. Lafayette was able to combine multiple tier-one manufacturers across multiple modalities onto a single lease schedule, freeing them from having to choose a single manufacturer for their needs. This has greatly reduced the administrative burden of having to manage multiple vendors and lease schedules and allows them to procure the most cost effective equipment options. By having access to refurbished beds that meet OEM standards for performance and quality, Lafayette was able to improve patient satisfaction scores, meet their patient safety goals, increase their clinician satisfaction, and maximize reimbursements from Medicare and Medicaid. By leveraging Meridian’s expertise and guidance every step of the way, Lafayette can focus on their mission to restore, maintain, and improve health.

