

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

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

**Karen Wyble**  
Chief Executive Officer



**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

## About Lafayette General Health

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.

## Business Impacts

- The flexibility of Meridian's lease documentation allows Lafayette General Hospital 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
- With a simplified lease portfolio tool, Lafayette was able to reduce the administrative burden of managing their equipment
- 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



**4K+**  
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 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.



**I Don't Have Access  
to Capital**



**I Can't Adopt Next-Gen  
Technologies**

## 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. Meridian provided refurbished beds, scopes, and access to a full suite of finance and lease options throughout Lafayette's network of hospitals and clinics.

**TrueFlex Value™**



**Refurbished  
Equipment**



**Price Benchmarking**