



 **Staples Business**<sup>™</sup>

EXPERT RESEARCH REPORT

# **EVS Playbook:**

3 Proven Strategies for Cost Savings and Efficiency.

## An overview.

Environmental services (EVS) plays a crucial role in healthcare facilities, ensuring clean, safe, infection-free environments for patients, visitors and staff. Yet numerous challenges confront EVS procurement leaders in the aftermath of the COVID-19 pandemic, which underscored the importance of resilient supply chains. Tight margins, the rising costs of supplies, as well as persistent inefficiencies in processes that generate waste and compromise care, are top concerns for EVS procurement leaders today. In response, EVS leaders are quickly adapting by forming strategic partnerships with suppliers and seeking technology-driven solutions.

The findings from the **2025 State of Healthcare Procurement** report, produced by *Healthcare Purchasing News* and Staples Business, emphasizes the importance of standardizing cleaning operations and adopting technology to streamline processes and reduce costs. Sustainability is also a top priority for EVS leaders who seek partners that offer a broad range of eco-friendly products and provide transparency in product sourcing and supply chain sustainability.

### EVS leaders' top priorities:

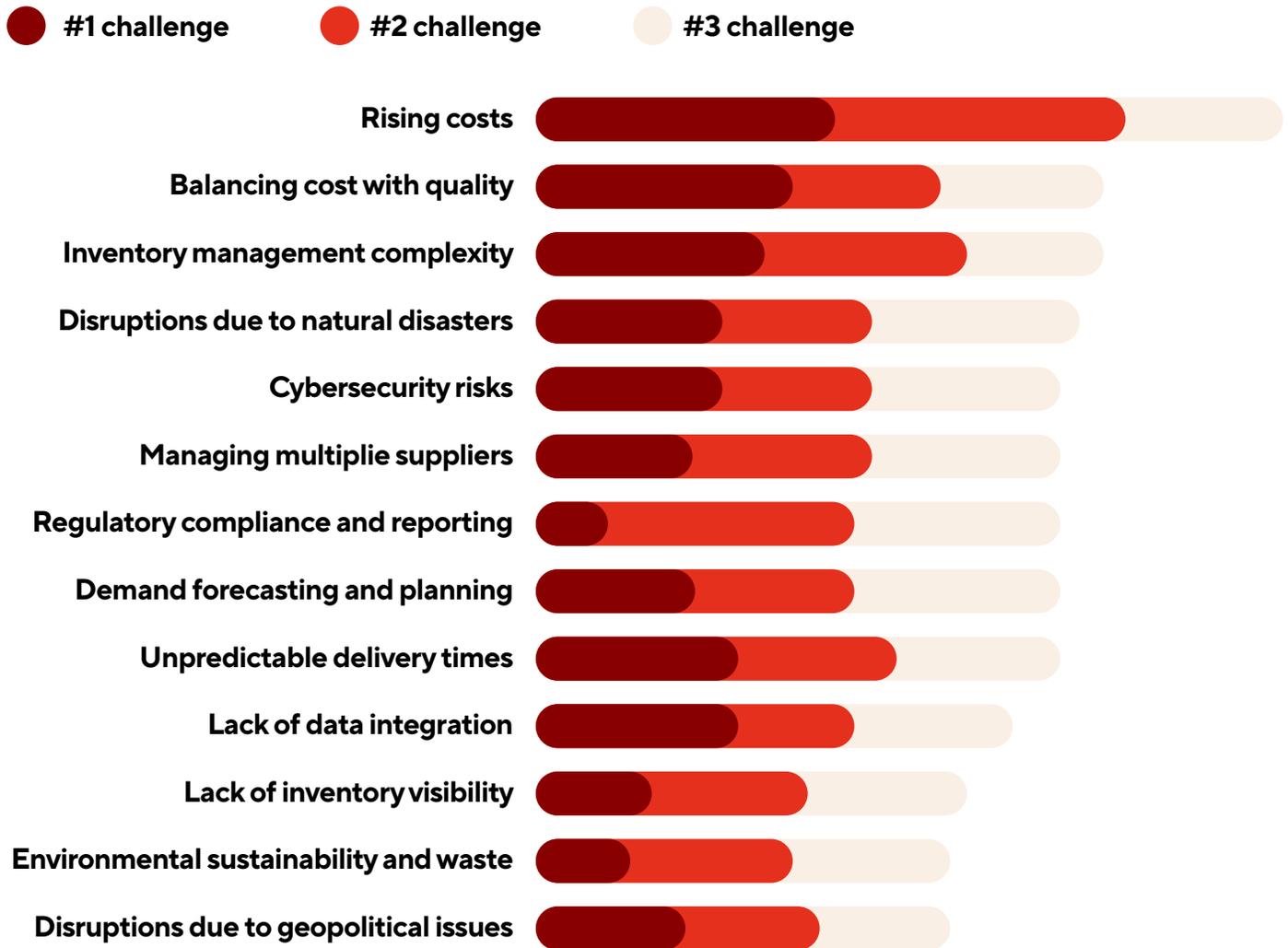
1. **Sustainability** – 36%
2. **Labor efficiencies** – 34%
3. **Technology adoption** – 33%



# EVS leaders share top challenges in supply chain operations.

Healthcare facilities are under pressure to balance the need for high-quality cleaning and infection control with limited financial resources. To that end, the rising cost of supplies, coupled with the need to balance cost with quality, top the list of supply chain challenges EVS procurement leaders face today. Nearly one-third of survey respondents cited cost as a top supply chain challenge, while 25% cited the balance between cost and quality as their primary concern. This illustrates the growing importance of applying the principles of value analysis to EVS procurement—focusing on purchasing the best, most cost-effective products, that also support sustainable operations.

## Top challenges faced in current supply chain operations:



Source: "2025 State of Healthcare Procurement: Resilience, AI, Sustainability and the Power of Strategic Sourcing," Staples Business and Healthcare Purchasing News, 2025

# Top EVS cost savings and efficiency goals.

Healthcare procurement leaders are focusing on sustainability (36%), labor (34%) and expanding technology use (33%) to help achieve cost-saving objectives. The focus on sustainability not only helps achieve environmental objectives, but it can also lead to significant cost savings. Top cost-saving opportunities include sourcing eco-friendly cleaning supplies, which reduce hazardous waste disposal costs and minimize employee health risks, and replacing disposable items with reusable, sterilizable alternatives. An optimized, resilient supply chain is dependent upon a skilled, reliable workforce. Reducing turnover is top-of-mind among procurement leaders who indicate the need for greater focus on work-life balance and ergonomics. Investing in automation to enhance workflow efficiency and ease workload are among the top considerations to address workforce challenges.



## Goals for EVS cost savings and efficiency improvements:



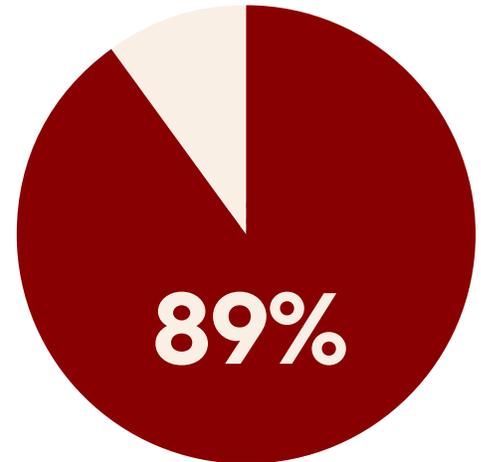
Source: "2025 State of Healthcare Procurement: Resilience, AI, Sustainability and the Power of Strategic Sourcing," Staples Business and Healthcare Purchasing News, 2025

# 3 proven strategies for overcoming EVS supply chain challenges.

To overcome the current challenges in the EVS supply chain, healthcare organizations should seek technological solutions to reduce redundancies in processes, enhance efficiencies and seek strategic partnerships with suppliers who share similar goals and objectives.

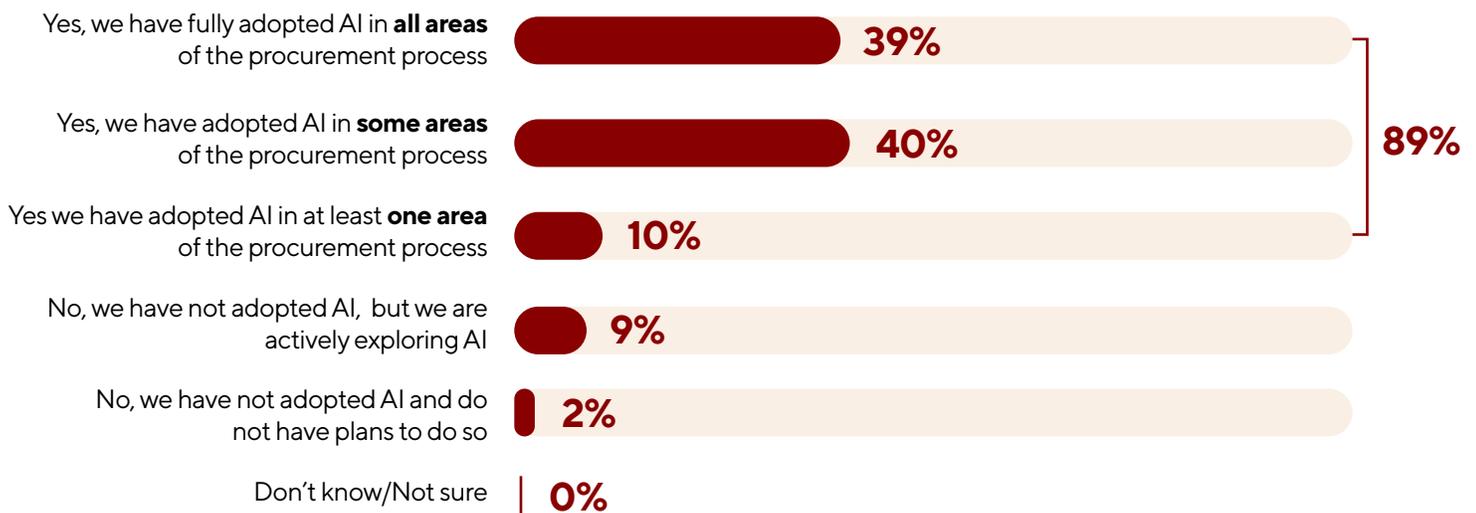
## 1. Leveraging data analytics and technology driven solutions.

EVS leaders seek enhanced data analytics and innovative technology solutions to address the many challenges they face in their role. Nearly 90% of survey respondents indicate their organizations currently use artificial intelligence (AI) in at least one area of their procurement process. But many note the need for even greater integration and innovation to further transform infection control, efficiency and sustainability. Particularly, EVS leaders seek integrated systems to track cleaning efficacy, biodegradable waste disposal and water-saving cleaning systems. Access to enhanced data analytics will further support the value analysis process and budget management activities.



Survey respondents who indicated that their organizations currently use artificial intelligence (AI) in at least one area of their procurement process.

## AI usage in the procurement process:



Source: "2025 State of Healthcare Procurement: Resilience, AI, Sustainability and the Power of Strategic Sourcing," Staples Business and Healthcare Purchasing News, 2025

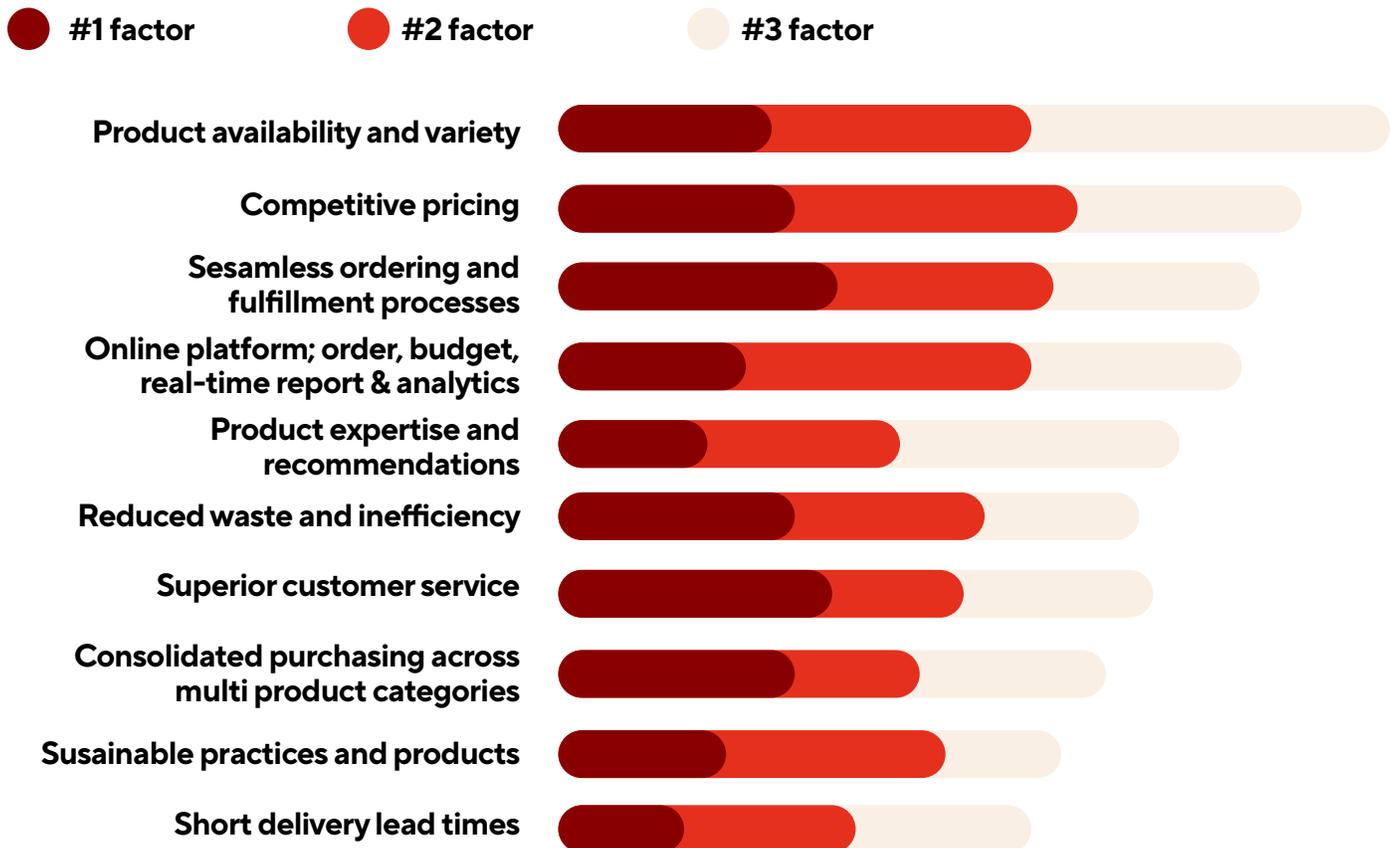
## 2. Standardizing cleaning practices throughout the organization.

Cleaning standardization ensures EVS teams follow the same policies and procedures, use the same cleaning products and adhere to regulatory protocols to maintain safe, clean environments. This includes detailed guidelines for cleaning patient rooms, operating rooms, common areas, equipment and high-touch surfaces. Standardization also supports cost containment through bulk purchasing and minimizing waste and redundant tasks. In addition, it promotes sustainability by reducing chemical overuse and waste.

## 3. Finding the right supply partner.

Choosing the right EVS supplier is key to improving efficiency and controlling labor and operational costs. Beyond reliable product availability, competitive pricing and smooth fulfillment, your partner should support cleaning standardization—consistent practices, tools and protocols that reduce variation, streamline training and enhance productivity. Strong EVS partners also offer budget support through SKU consolidation, just-in-time inventory and spend optimization. Today’s EVS leaders increasingly expect added value, including staff training, warranties and dedicated support. The right supplier delivers more than products—they deliver partnership, performance and peace of mind. **Learn more.**

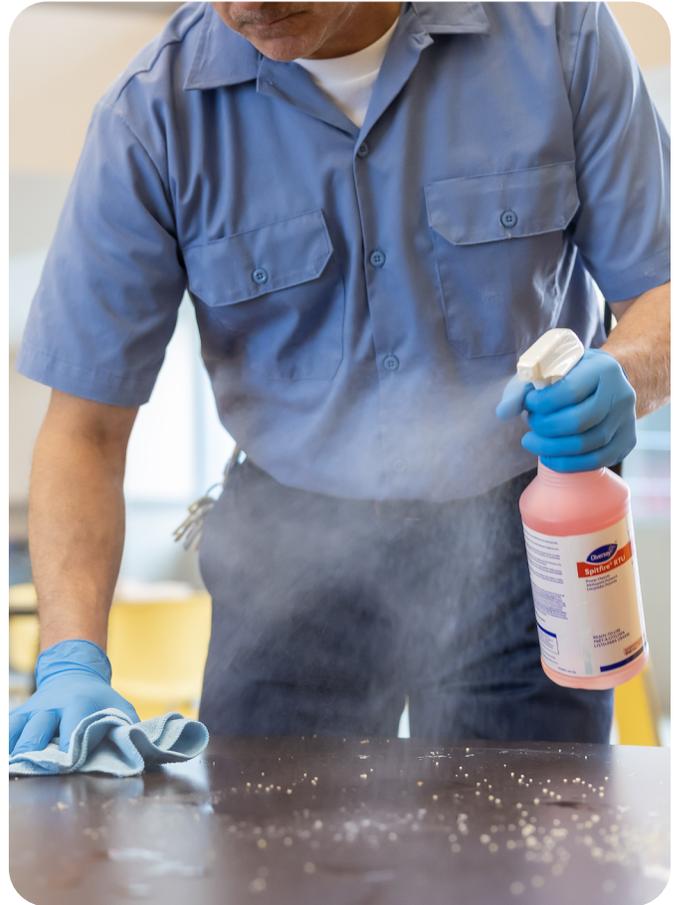
### Most important factors when selecting a supply chain partner:



Source: "2025 State of Healthcare Procurement: Resilience, AI, Sustainability and the Power of Strategic Sourcing," Staples Business and Healthcare Purchasing News, 2025

## A final note.

The insights from the **2025 State of the Healthcare Procurement** report underscore the critical need for EVS departments to optimize supply chain management through strategic partnerships that support cost containment and sustainability while ensuring the provision of safe, clean, and compliant healthcare environments. Procurement leaders are leveraging technology to streamline workflows and enhance efficiency but seek greater technological innovation to reduce workloads and support employee well-being. By prioritizing eco-friendly procurement and sustainability practices, workflow, process automation and cleaning standardization, EVS leaders can drive meaningful cost savings while ensuring high standards of cleanliness and infection control. The role of the supply chain partner has never been more important. Procurement leaders are looking beyond traditional supplier relationships, seeking partners who prioritize long-term, mutually beneficial relationships that contribute to long-term success. As the healthcare industry continues to evolve, a commitment to strategic procurement and innovation will be essential in building a resilient, cost-effective and sustainable healthcare supply chain.



Staples Business partners with EVS leaders across the entire healthcare continuum, offering solutions for infection prevention, efficiency and compliance. With data-driven insights and innovative technology, we streamline procurement, optimize supply management and enhance facility safety. Our expertise in product consolidation reduces waste, while our solutions improve workflow and cut labor costs. [Learn more about our EVS solutions or schedule a free consultation.](#)

# Cut cleaning costs, not corners.

Drive efficiency in your EVS operations with expert guidance for product consolidation and standardization – without compromising quality.



Product standardization.



GBAC-certified experts always ready to help.



Digital account tools.



Next-day delivery to over 98% of the U.S.



GPO member savings.

See our expert solutions at [staplesadvantage.com/learn/healthcare-evs](https://staplesadvantage.com/learn/healthcare-evs)

