

Streamlined Locum Procurement for a National Network

A national network, with 10 hospitals and centers across the United States engaged Medicus Healthcare Solutions to help streamline their overall locum procurement process.



Client Scenario

The health network faced high provider turnover and low productivity metrics. They were in need of an enhanced centralized process that focused on quality and production metrics.

Current Limitations:

- At the local level, more than 25% of time was spent managing 10-15 staffing vendor partnerships.
- Limited technology and complex manual processes for provider onboarding.
- Overspending on locum providers due to limited visibility into spend and metrics.
- Over 24 months to recruit permanent providers.
- Low reimbursement due to missed billing opportunities.



The Medicus Solution

Medicus collaborated with the leadership team to understand their organization's goals. Medicus implemented a comprehensive staffing program that would support future delivery plans and cover the entire scope of organizational needs.

- Technology portal to automate end-to-end locum procurement process.
- Provide live visibility into locum spend and budgeting data via MedicusIQ Portal.
- Implement budget approval process to ensure staffing needs align with organizational metrics.
- Clinical oversight from our Chief Medical Officer, Dr. O'Neil Pyke, to ensure provider quality and standard of care.
- Dedicated credentialing team to guarantee comprehensive scheduling and payer preparedness.



Results

Medicus Healthcare Solutions centralized locum procurement for all 6 of their core markets and service lines. Local-level staff was able to focus on permanent recruitment needs while the Medicus team ensured facilities were fully staffed with quality providers.

Outcomes:

- Efficiently staffed high-performing providers across each market and service line.
- Increased overall Net Patient Revenue for contingent staff.
- Increased fill ratio from 70% to over 95%.
- Single point of contact for all provider staffing.
- Visibility into spend and performance reports via the MedicusIQ technology portal.
- Permanent recruitment time was cut in half, from 24 to 12 months.

mSolve – The Medicus Difference

Medicus Healthcare Solutions engages in strategic staffing partnerships with hospitals, health systems, practices, and other facilities nationwide. Our exceptional locum tenens staffing, permanent placement, consulting, transition management, and project and resource management services offer complete solutions to healthcare organizations facing staff shortages and other service line challenges.