How do you control staffing and un-spend a million bucks?

MATCHWELL®

Healthcare's very first Un-Agency.™

By going local.

We built an in-house pool of local contractors and flex PRN.

We displaced agencies' transient, expensive travel clinicians.

We eliminated agency markup and saved our partner more than $38K a week with $1.5M in projected yearly savings.

▶ THE CHALLENGE

It's one thing to recruit full-time staff.
Keeping them is what's challenging.

Like many healthcare organizations stressed to the limit during the pandemic, a 335-bed community hospital turned to travelers to help fill their staffing needs. Their total cost of recruiting and staffing clinicians was becoming excessive and out of control. Something had to be done.

We're on track to net our partner $1.5M in yearly savings.

▶ OUR UN-APPROACH

Locally grown staff stays fresher.
And is much more sustainable.

Instead of relying on agencies, Matchwell believes there is a better, longer-lasting, *different* way—zeroing in on local staffing. We deployed a support team to empower this community hospital to displace travelers with local contracts while building towards an in-house, sustainable flex PRN pool. All of which is leading to higher retention and better patient care.

Matchwell empowered this partner to replace expiring travelers with local contracts.

Amazing results — four departments in six short weeks.
Now that's what we call a true partnership.

$224K+ CONTRACTED SAVINGS WITHIN SIX WEEKS

$38K+ ONGOING CONTRACTED SAVINGS PER WEEK

$1.5M PROJECTED YEARLY SAVINGS

21 CLINICIANS ONBOARDED IN A MONTH

- **Placed 21 new clinicians on contracts**
- **Filled 9 respiratory therapists, 5 critical care RNs, 4 med-surg RNs and 3 ER RNs**
- **Scheduled 9 additional local contract clinicians to start in coming weeks**
- **Waitlisted 20+ clinicians for upcoming flex PRN pool launch**

▶ THE SITUATION

TIMEFRAME 6 weeks post-implementation

LOCATION North Florida

EMPLOYEES 1,500

BEDS 335

SETTING Acute

TYPE Community hospital

DISCIPLINES Registered nurse, respiratory therapist, surgical technician

ROLES Nursing (med-surg RN, emergency room RN, critical care RN), respiratory (RRT), surgical tech (OR, CVOR)