

How Healthcare Facilities Benefit from Concorde's Unique Approach

Greater Consistency, Better Fit than the Traditional LT Arrangement

Interested in learning more about what Supplemental Staffing can do for your facility?

Contact Concorde today at (800)-334-6407.

Physician groups and other facilities benefit from Supplemental Staffing in several ways:

- » Taking on new contracts or business before hiring permanent staff.
- » Being able to phase out supplemental physicians as permanent staff come on board.
- » Keeping full-time physicians from being overworked.
- » Avoiding the risks of needing to cut staff if demand or business declines.
- » Saving money and maximizing group profits versus hiring permanent doctors.

BACKGROUND

Two major health care facilities in Northern Wisconsin were having difficulty locating radiologists to meet demand.

As a stopgap while they searched for permanent staff, they contracted with several locum tenens physician staffing firms, including Concorde Staff Source.

The challenge: provide consistent, high-quality care for patients, despite lacking full-time radiologists as part of their team.

A NEW SOLUTION

While the other firms were simply filling positions with whoever was available, Concorde began to develop a more custom approach for these facilities—a consistent pool of talented physicians proven to be a good fit with the client's culture.

This new method, called Supplemental Staffing, delivers a staff that's more fully integrated into an organization than traditional locum tenens doctors.

Within three years of working with multiple locum tenens firms, the client came to realize that Concorde's Supplemental Staffing solution was working far better than the piecemeal approach. They selected us as their sole supplier.

RESULTS

Providing a pool of 10-15 radiologists, Supplemental Staffing from Concorde fostered a mutually beneficial relationship:

- » Staff and patients received consistent care.
- » Referring physicians were comfortable and viewed the Radiologists as part of the hospital staff.
- » The Concorde radiologists liked being familiar with the facilities, appreciated the regular scheduled work and enjoyed using time away from their practices to learn about smaller facilities.

On occasion, our radiologists even drove several hours on their off day to do a procedure that they had expertise in so a patient didn't have to leave the area.

SUPPLEMENTAL STAFFING TODAY

Thanks to the initial success of the new approach, Concorde has expanded supplemental staffing to meet the needs of groups and facilities in other states, including Kentucky, Tennessee, Texas, Illinois and North Dakota.

We've also expanded the service to cover other specialties, including Emergency Medicine, Anesthesiology, Pathology, Urology, Otolaryngology and Hospitalist Medicine.

Ready to bring the benefits of Supplemental Staffing to your facility?
Give us a call at (800)-334-6407 or email us at info@concordestaffing.com.

