



£1,009K Revenue Growth in Healthcare Staffing: 3x Expansion in 2 Years

Geography

United Kingdom

Industry

Healthcare

Services

Sourcing, Credentialling, Shift Booking

Client Tenure

9 Years

Case Study Period

12 Months

Team Size

60 Resources

Client Profile:

A leading recruitment solutions provider for the UK healthcare sector, specialising in Nurses and Doctors placements.

Solutions:

- Developed a structured roadmap for seamless integration.
- Streamlined offshore operations for Payroll, Sales, Bookings, Compliance, and Sales Support, improving efficiency and reducing costs.
- Focused on organic expansion driven by performance metrics and cost-effectiveness.

Client Objective:

- Establish a cost-effective and scalable offshore division to increase operational efficiency across multiple departments.
- Reduce onshore operational costs, while maintaining service quality.

Impact:

- Generated £1,009K in revenue through sourcing and shift booking for Nurses.

Service	Resources	Professionals Booked	Gross Margin
Sourcing (Nurses)	17	11,500	4,69,000
Shift booking (Regular Hours)	5	4,500	2,00,000
Shifts booked (out-of-hours)	8	7,000	3,40,000

