



Sourcing & Compliance Checks for Locum Tenens

Geography

United States

Industry

Healthcare Staffing

Services

Sourcing / Marketing /
Credentialing

Client Tenure

48 Months

Case Study Period

12 Months

Team Size

17 Resources

Client Profile:

A leading healthcare staffing and consulting company, specializing in locum tenens, permanent placement, project/transition staffing, and consulting services.

Client Objective:

- Prevent incomplete profiles, especially those with licenses marked as "TBD."
- Ensure individual candidate profiles are created correctly.
- Accurately Maintain Database.

Solutions:

- Assigned a dedicated resource to manage the pilot project.
- Established a clear process to track and resolve TBD license statuses for accurate profile information.
- Created a streamlined method to convert incorrectly created tasks into accurate profiles.
- Conducted regular training sessions to enhance resource efficiency.
- Set clear communication guidelines to reduce misdirected calls and improve contact success rates.
- Implemented feedback loops to improve the task conversion processes.

Impact:

- 30,914 new contacts sourced in 2024.
- Total 891 submissions.
- Please refer to the detailed table on page 2 for more information



Performance Data

Team (Monthly Productivity 2024)									
Month	Sourcing						Marketing		
	New Contacts	Submittals	Accepted	Days Booked	Task Created	Provider AQs	Importing	Job Posting	
Jan	1661	61	22	1077	3103	7831	N/A	N/A	
Feb	2201	57	22	895	3748	10429	N/A	N/A	
March	1902	62	32	1048	3729	11450	1	52	
April	2991	51	29	1094	4593	15676	4	296	
May	3041	61	29	1493	4949	15656	5	222	
June	2919	58	29	1153	4,925	12685	4	178	
July	3241	79	34	991	5286	12697	4	227	
Aug	3183	77	28	1,196	5145	12285	5	164	
Sept	2870	101	52	1141	4811	12250	4	173	
Oct	2810	84	33	1673	5,300	14,861	4	209	
Nov	1695	65	32	1661	3957	9573	5	176	
Dec	2400	63	32	1040	4808	11193	4	152	

Disclaimer: This case study is the property of IMS People Possible. It is based on actual activities and factual data, with some figures being referential. Client data is kept confidential.

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