Solutions for Today’s Healthcare Staffing Challenges

Date: July 16, 2019  Time: 10:00 AM

Location:
Webinar
Tuesday, July 16, 2019
10:00 - 11:00 am

Registration:
Complimentary for IHA members

In a demanding industry like healthcare, fluctuating staff needs and turnover are common challenges. Many hospitals turn to managed services to outsource certain processes and functions to agency staff—and increase efficiencies and control labor spend.

With a Managed Service Provider (MSP), the hospital still has direct oversight of the organization being managed, while the MSP is responsible for the delivery and management of staff. With a large number of agencies to choose from, having one point of contact is an ideal way to address staffing challenges without getting overwhelmed.

Join IHA Strategic Partner FocusOne Solutions, LLC, for a free webinar to learn how using supplemental staffing can aid in recruitment efforts, provide insights on best practices to improve patient outcomes and reduce staffing costs. As an MSP, FocusOne acts as an extension of hospital HR departments to centralize functions and eliminate outside stressors, adapting to their clients’ needs every step of the way.

SPONSOR

FocusOne Solutions, LLC, is a managed service provider of supplemental staffing resources. An IHA Strategic Partner, FocusOne is a leader in managed services solutions and vendor management software with a proven track record of helping hospitals in Illinois, as well as nationwide, streamline their staffing process and improve performance. FocusOne’s staff absorb hospital administrative functions, handle calls, and manage relationships with staffing agencies and sourcing candidates. This business model combines its proprietary web-based vendor management software, FocusOne Connect, with a dedicated team to support hospital staffing protocols.

As the singular point of contact on staffing, FocusOne can help your hospital:

- Efficiently source high-quality staff;
- Make informed staffing decisions;
- Save time; and
- Control spend associated with contingent staffing and direct hires for both clinical and non-clinical positions.

OBJECTIVES
At the conclusion of this program, you will:

- Understand that hospitals can maintain control of staffing processes and reduce costs by working with an MSP on candidate screening and onboarding.
- Gain a full picture of the service-line offerings of FocusOne, including staffing of clinical positions, including physicians, executives, environmental services and IT.
- Recognize how using supplemental staff can be used as a recruiting tool to fill permanent needs within your hospital.
- Understand how supplemental staff can provide insight on best practices and how other hospitals perform certain tasks, as well as how to apply those learnings to improve patient outcomes at your facility.
- See how utilizing an MSP can help drill down on your hospital’s labor spend to the cost center, department or individual, if necessary.

WHO SHOULD ATTEND

This program is limited to IHA members and is designed for the following:

- Chief Executive Officers
- Chief Financial Officers
- Chief Nursing Officers
- Vice Presidents of Human Resources
- Vice Presidents of Patient Care Services
- Directors of Human Resources

SPEAKERS

Courtney Dobernecker, Business Development Executive
In her role at FocusOne, Dobernecker focuses on providing the best quality staffing while building and maintaining strong relationships with her clients. She has more than eight years of healthcare staffing experience, having worked as a recruiter and account manager in nurse staffing, as well as an operations consultant.

Dan Nordstrom, Business Development Executive
Nordstrom has more than 20 years of business development experience and has been with FocusOne since 2013. He specializes in building lasting partnerships and sales channels between companies to create long-term “win-win” relationships.