

BEYOND THE NUMBERS:

Building Healthcare Teams That Last

The Challenge

A leading national pharmacy services provider, operating more than **160 facilities** across **46 states** and serving **350,000 individuals** daily, needed exceptional talent at a significant scale.

With a diverse healthcare ecosystem spanning pharmacy, long-term care and specialty services, they partnered with HealthCare Support to build teams that would uphold their commitment to outstanding patient care.

Strategic Approach

HealthCare Support implemented a comprehensive staffing strategy that leveraged:

- Deep industry expertise in pharmacy staffing
- Nationwide recruitment capabilities
- Specialized knowledge of managed care requirements
- Robust candidate screening
- Rapid deployment capabilities for time-sensitive projects



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Measurable Results

Since initial inception in May 2024, the partnership has delivered exceptional results:

- Processed and fulfilled **385 new job requests**
- Achieved an **83% submission-to-placement ratio**, significantly above industry standards
- Successfully converted **55%** of contract employees to **full-time positions**
- Maintained **consistent staffing levels** across multiple service lines

Special Project Highlight: Major Regional Health Fair Initiative

A particularly noteworthy achievement was HealthCare Support's management of the request to build a team for a large-scale vaccination clinic at one of North America's largest state fairs. This project showcased HealthCare Support's ability to:

- **Rapidly deploy** qualified healthcare professionals
- Staff **30-40 shifts** with experienced nurses
- Complete full onboarding within **one week**
- Provide backup personnel to ensure **continuous coverage**
- Support the administration of **over 1,200 vaccines** during the event

Successfully scaling, staffing and administering such a large number of vaccines proved to be a rewarding success along with the added benefit of supporting our partner's commitment to public health and community impact.

“The vaccine clinic was a huge success. We could not have done this without your support. We truly appreciate all the effort, collaboration and partnership.

– VP of Clinical Operations

The HealthCare Support Difference

Our success stems from four core strengths:

1. **Subject Matter Expertise:** Deep understanding of pharmacy staffing requirements and managed care regulations enabled precise candidate matching.
2. **Quality-First Recruitment:** Rigorous screening process ensured that only highly qualified candidates were presented, leading to our exceptional placement rate.
3. **Rapid Response Capability:** The ability to quickly mobilize resources was demonstrated in the health fair project, where we completed full staffing and onboarding within a week.
4. **Comprehensive Support:** Beyond initial placement, HealthCare Support's ongoing support facilitated successful transitions to permanent roles, benefiting both the healthcare provider and placed professionals.

Conclusion

This case study demonstrates HealthCare Support's ability to deliver comprehensive staffing solutions for complex healthcare organizations.

Our combination of industry expertise, quality-focused recruitment and responsive service has created a sustainable staffing model that continues to drive value for our partner while ensuring high-quality patient care.



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Learn more about how HealthCare Support can deliver expert clinical and non-clinical workforce solutions for your organization

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