

## CASE STUDY

# SSM HEALTH

### PROBLEM

The healthcare industry has been grappling with a critical nursing shortage for years, a crisis that became more pressing after the COVID-19 pandemic.

However, amidst this daunting challenge, SSM Health has taken a pioneering approach to address this issue via innovative workforce solutions.

### SOLUTION

Previously, SSM Health relied on travel nurses sourced through staffing agencies and 1099 contractors to bridge the gaps in their scheduling.

However, recognizing the financial and legal challenges associated with that approach, SSM Health made the strategic move to partner with ShiftMed, a healthcare workforce marketplace that offers direct access to W-2 nurses on demand.

As a result, SSM Health is no longer burdened with the complexities of labor compliance. What's more, ShiftMed equips them with innovative technology and unwavering support, empowering them to stabilize their workforce and significantly reduce labor costs.

With ShiftMed, staffing efforts are streamlined, ensuring that SSM Health can maintain unparalleled continuity of care and enhance their commitment to top-notch healthcare services.



\$85M

SSM Health saved in FY2022 by using on-demand vs. a traditional external agency.

12%

of on-demand workers convert to SSM Health hired caregivers.

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Average on-demand bill rate is ~\$25 less per hour than other temporary labor options.

"We found that with this model we could get workers in quickly, efficiently, and up and running to fill our on-demand workforce needs."

—Katlin Rose, System VP of Workforce Optimization, SSM Health

"This is another example of how we're developing new ways to meet changing workforce needs. This move demonstrates a commitment to provide a premier culture and employee experience."

—Seth Lovell, System VP of Nursing Operations, SSM Health