



Bedrock Care Group Case Study

Looking to eliminate
surge pricing and save
big time on your
healthcare labor costs?



**SHIFTMED HAS
YOU COVERED.**



CASE STUDY BEDROCK CARE GROUP

PROBLEM

Bedrock Care Group in Philadelphia faced an annual revenue shortfall of \$5 million by using one of our competitors to fill vacant nursing shifts.

Uncontrollable surge pricing for CNAs, LPNs, and RNs was causing the group to overspend on healthcare labor.

SOLUTION

Given our flat-rate pricing, Bedrock asked if we could save them money on their healthcare labor. Our response was, "absolutely!"

We suggested they shift their labor spending and post recurring Guaranteed Shifts® in our Portal.

Our exclusive Guaranteed Shifts option is a non-monetary incentive that can boost your pick-up rates by 20%.

Bedrock took our advice and eliminated their reliance on surge pricing to fill shifts, **saving \$1.2 million in five weeks.**

The group also added more than 1,300 hours of labor to its care operations.

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SPECTACULAR STATS

5

WEEKS OF
GUARANTEED SHIFTS

1,300

LABOR HOURS ADDED

\$1.2

MILLION SAVED

RATE COMPARISONS

	Surge Rates	Guaranteed Rates
CNA	\$44 an hour	\$29 an hour
LPN	\$68 an hour	\$51 an hour
RN	\$81 an hour	\$68 an hour