

Challenge

In 2024, Marquis Companies experienced a significant increase in monthly agency spend, growing over 6.7 times compared to 2019 levels. Agency headcount grew by 5 times, and the hourly bill rate increased by 39% across all labor categories. While standardizing terms and rates, Marquis needed a partner with industry expertise for enforcement, oversight, and continuous reporting.

Incite Workforce Solutions (IWS)

Program Objectives:

Achieve cost savings on contracted labor through GPO negotiated rates

Reduce reliance on contract labor by enhancing recruitment and workforce efficiency

Deliver consistent, quality care through a curated network of trusted care providers

Manage staffing continuum centrally through one pane of glass, backed by **best-in-class technology and support**

Enhance permanent core staff

Proven Partnership, Measurable Impact

Marquis partnership with IWS powered by SnapCare has not only generated substantial cost savings but also strengthened clinical outcomes and workforce satisfaction.

This success story illustrates the effectiveness of a scalable, data-driven approach to workforce management, positioning Marquis to sustain their reputation for excellence and continue as a leader in senior living operations.

As we transition to working with Incite Workforce Solutions as our exclusive temp staffing solution, we have seen a heightened number of temp staffing workforce in our buildings elect to come to work for us as a "permanent clinician." Quite frankly, this is the primary objective of the program and the reason that every provider should be working with Incite Workforce Solutions in the markets they serve.



Steve Fogg

Chief Financial Officer

Location: Oregon / Communities: 21
marquiscompanies.com

Presented by



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Why Incite Workforce Solutions (IWS)?

Marquis looked to improve workforce efficiency and stability while addressing the rising costs of external labor and enhancing the breadth and depth of their core staff. By partnering with Incite Workforce Solutions (IWS), Marquis leveraged a centralized, customized workforce management approach, optimizing labor spend, streamlining administrative tasks, and enhancing overall workforce stability. Utilizing IWS was a natural step for an organization committed to continuous improvement. Marquis grew their permanent staff and reduced their reliance on external labor.

The Power of the Platform



Centralized Staffing
Management



Credentialing
Simplified



Enhanced Workforce
Stability

Comprehensive Results at Marquis Companies

39%

Reduction in Contract
Labor Headcount

32%

Reduction in Scheduler
Administrative Time

45%

Reduction in
Call Outs

\$2.6M

Total Annualized
Workforce Savings

5%

Shift-Fill Increase

4%

Turnover Reduction
in LPNs/CNAs

3%

Turnover
Reduction in RNs

Outperformed peers and
national averages in 9 CMS-
reported Quality Metrics

Manage staffing continuum centrally through one pane of glass, backed by **best-in-class technology and support.**

Connect with us to learn more:
inciteworkforcesolutions.com

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