

SOURCING & MANAGING HIGHLY TRAINED CANDIDATES

How a Litmus client achieved a reduction in rates for over 70% of bookings.

BACKGROUND

Two hospital trusts were facing a number of challenges which resulted in high recruitment costs, and needed help to reduce these costs and implement firmer procedures and control. Other issues included a large volume of consultant vacancies, and an uncompetitive master vendor contract with one dominant supplier filling 80% of bookings.

OUR SOLUTION

As experts in Healthcare workforce solutions, Litmus introduced an on-site neutral vendor model within just six weeks, and worked closely with the client to reduce spend on agency locums. The Litmus team consisted of a Senior Client Relationship Manager, a Client Relationship Manager for each site and admin support. The client now benefits from improved supply chain engagement, and ongoing communication and training.

70%

Rates reduced for over
70% of bookings.



“The Litmus team have transformed our approach to temporary staffing, delivering significant savings and substantially reducing rates whilst achieving a consistently high fill rate of over 97%”

- Client Director of Human Resources & Organisational Development

97.2%

average fill rate