

# Advantages of an Exclusive Relationship with an MSP

When healthcare facilities partner with a Managed Services Provider (MSP), there's typically an exclusive contracted relationship. While this may cause some initial hesitation, exclusivity creates several advantages for the health system.



## Ensures Staffing Agencies Adhere to Terms & Conditions

With an expanded reach to hundreds of Joint-Commission certified staffing agencies comes the need for increased quality control. Exclusivity provides leverage for Medical Solutions to secure favorable terms for our partners, including cancellation policies, reduced temporary-to-permanent fees, guarantees for resolving billing disputes and better rates for overtime and holidays. It also ensures that agencies keep up with your quality expectations and candidate standards.



## Develops a More Engaged Vendor Group

An MSP makes it easier for our vendor network of staffing agencies to focus on the open roles and reduces the time it takes to submit a candidate. This generates a consistent candidate pipeline.



## Creates Partnership Instead of Transactional Relationship

If a facility works with dozens of staffing agencies, none of them has an obligation to focus on a facility's strategic plan needs. However, exclusivity creates a partnership where challenges and goals are established so we can prioritize your staffing needs. With trust comes efficiency, as Medical Solution's MSP offers the fastest path to simplifying your contract labor workflow.



## Provides Increased Accountability

In addition to prioritizing a facility's staffing needs, an exclusive agreement helps align and hold performance accountable to meeting desired goals. Shared performance metrics include fill rate, assignment completion rates, and time-to-fill. This service-based approach also helps remove the administrative burden on your staff.

**“Evaluating a staffing partnership with Medical Solutions 18 months ago, our only hesitation was the exclusive nature of the agreement. There was a concern of “putting all of our eggs in one basket.” Today, I can say that Medical Solutions and its network of affiliate agencies have delivered on the promise of meeting our wide range of temporary staffing needs through a single, centralized point of contact.**

**“I hate to think of facing the pandemic without this partnership in place. It has greatly simplified the work on our team, and we value the partnership we have with Medical Solutions.”**

### Katie Beveridge

*System Director – Talent Acquisition  
Hospital Sisters Health System*

Want to learn more about the value an MSP can bring to your healthcare staffing? **Call us today at 866.633.3548 or visit [MedicalSolutions.com](https://www.MedicalSolutions.com).**

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