

CASE STUDY

How one health system saved \$7.2M and reduced its locums spend by 35% in one year

A regional healthcare organization (HCO) serving several counties in the Northeastern U.S. struggled with high locums spend and had difficulty while juggling multiple locums vendors. The HCO turned to Locumsmart to streamline processes and optimize locum tenens utilization. In the process, it realized \$7.2M in cost savings and reduced its locums spend by 35%.

THE CHALLENGE

With four hospitals and more than 100 medical group and urgent care locations, the HCO found itself with a high locums spend and an unsustainable administrative burden. The organization was working with a large number of locum tenens agencies, making it difficult to ensure vendor compliance and confirm it was receiving dependable, high-quality providers.

On top of those challenges, the HCO struggled to fill certain specialties, particularly pediatrics and anesthesia. The pandemic intensified the existing staffing challenges, impacting patient care and harming healthcare operational efficiency.

35%
in reduced locums spend

\$7.2M
in cost savings

THE SOLUTION

In 2019, the HCO selected Locumsmart as its locum tenens vendor management system. Its goals included:

- ✓ **Achieving cost savings**
- ✓ **Delivering on hard-to-fill specialties**
- ✓ **Ensuring vendor compliance**

The Locumsmart team provided a smooth onboarding process with:

- ✓ **Onsite training**
- ✓ **Ongoing hands-on support**

THE RESULTS

Cost savings: The health system saved \$7.2M and reduced its locum spend by 35% in one year. These savings were realized via multiple strategies, including improved insight into actionable data and deploying system-wide operational improvements.

Enhanced provider coverage: The HCO achieved a 90% fill rate and a 32% year-over-year increase in average bids per assignment request in 2024. Gaining coverage for anesthesia and other hard-to-fill positions helps the HCO ensure operational continuity and patient access to vital care.

More visibility: Locumsmart's reporting tools enable leaders to easily see which specialties or facilities are spending the most. Locumsmart reports also facilitate timely invoice approvals and allow the HCO to plan for upcoming locums spend.

Improved efficiency: Bringing all locums usage into one platform has improved the efficiency of the locum tenens process, with scheduling, invoicing, procurement, and reporting all housed in one place.

Greater vendor accountability: Locumsmart provides real-time documentation of communications and helps ensure contracts clearly articulate provisions and requirements to keep both parties honest.

Conversion to full-time employees: The HCO has been able to recruit some of the best locums providers into permanent, full-time positions.

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Locumsmart is making sure we're in line with fair market value and that we're not overspending for locums. Having that second look has helped us tremendously.

We have some difficult-to-fill positions, and because we are partnered with many agencies on the platform, we can fill a lot of our locums needs quickly.

– *System director for medical staff recruitment,
Regional healthcare system*

90%

fill rate

32%

increase in average
bids per assignment
request

Discover how Locumsmart can help your healthcare organization achieve cost savings and operational efficiency.

Contact us at sales@locumsmart.net to request a demo.