

## CASE STUDY

# RampUp Breaks Record with Large Health System

**Our Client:** Large medical system in Kentucky.

**The Challenge:** To improve RN recruitment across five campuses.

**The Solution:** To assume RN recruiting responsibilities across campuses.

**Our Results:** RampUp hit a record 955 nursing hires through maximizing the candidate pipeline, resulting in a \$1,035,120 savings.

## BY THE NUMBERS:

955 Total nursing hires

47% Increase in hiring

629 Experienced RN hires

\$1M+ Net annual savings

In 2015 our client had an inability to attract an adequate number of registered nurses. In fall of 2015, we engaged in a partnership to assume RN recruiting responsibilities at three of their facilities (eventually expanding to five). This partnership has achieved best-in-class results, including a record number of experienced RN hires, a reduction in the system's reliance on travel nurses, improved time-to-fill and a better candidate experience.

Our partnership resulted in a **record 955 total nursing hires** - a 47% increase compared to the year prior. By recruiting under the clients brand name, creating the right solution for their specific business needs, and following our culture-focused recruiting model, RampUp created a successful, seamless RN recruitment solution.

**RampUp was successfully able to increase total hires, decrease the time-to-fill and improve candidate quality.**

This partnership positively offset premium labor costs in the form of less overtime and special pay rates. Additionally, hiring-manager satisfaction increased significantly due to a decrease in their time interviewing non-qualified candidates. Plus, due to the increase in nurse hires, the partnership has significantly reduced the system's reliance on travel nurses. These results are especially remarkable given the well-documented shortage of nurses in the markets the health system serves.