



W O R K F O R C E TRENDING NOW

From the office of William J. Grubbs, President & CEO of Cross Country Healthcare

November 4, 2016

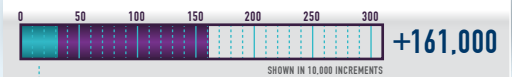
EMPLOYERS ADD 161,000 JOBS IN OCTOBER; UNEMPLOYMENT FLAT AT 4.9%

Employers added 161,000 jobs in October, lower than the 175,000 analysts had predicted, but boosted by a large upward revision of gains over the previous two months. Healthcare added 31,000 jobs during October: approximately 18,000 in ambulatory care and 13,000 in hospitals. Employment numbers for July and August were revised up from +167,000 to +176,000 in July, and from +156,000 to +191,000 in August, for a combined total of 44,000 more jobs gained than was previously reported for those months. Healthcare has added a total of 415,000 over the past 12 months.

(Source: <http://bls.gov>)

OCTOBER JOBS ADDED BY SEGMENT

ALL U.S. JOBS



HEALTHCARE JOBS +31,000

AMBULATORY CARE +19,000

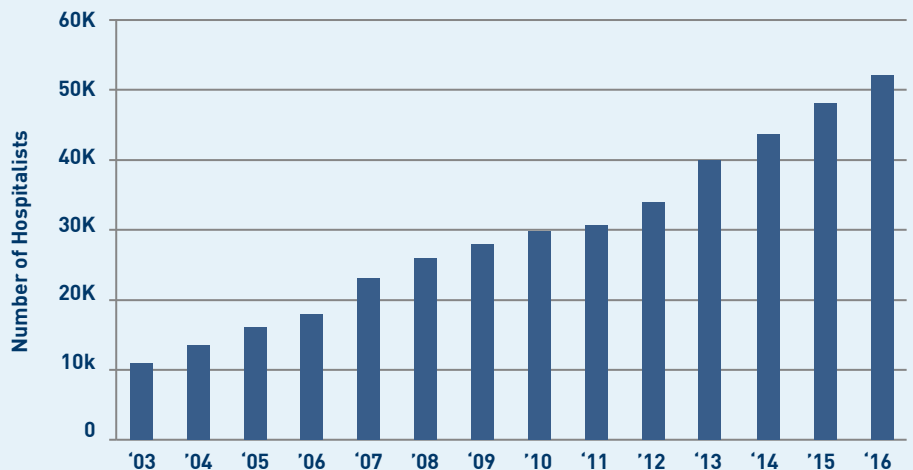
HOSPITALS +13,000

NURSING & RESIDENTIAL CARE -1,000

HOSPITALISTS IN HIGH DEMAND AS THE LARGEST SPECIALTY IN THE LOCUM MARKET

Just 20 years ago, The New England Journal of Medicine introduced the healthcare industry to a new type of specialist: the hospitalist. Since their emergence, hospitalists have been recognized as a way to reduce costs, shorten patient stays, and improve quality of care and patient satisfaction – all absolute requirements in the current landscape of healthcare reform. As their demand has grown, so have their numbers. Currently, there are more than 50,000 hospitalists, and according to Staffing Industry Analysts' September 2016 forecast, they comprise the largest specialty in the locum market.

Though their numbers are high, their demand is even higher, which has proven to be a challenge for many recruiting hospitals. While hospital admissions and lengths of stay are on the decline, the amount of care provided has remained the same or is often increased. Hospitals looking to enhance their value and efficiency while still cutting costs rely on the flexibility hospitalists offer, and the trend of primary care physicians turning inpatient loads over to hospitalists continues to rise. Hospitalists are currently found in 75% of all U.S. hospitals, and as their influence continues to grow, so too will their demand.



(Source: <http://www.nejm.org/doi/full/10.1056/NEJMp1607958>)



crosscountryhealthcare.com

Reach William J. Grubbs on Twitter: @CEOCrossCountry

TRENDING NOW

From the office of William J. Grubbs, President & CEO of Cross Country Healthcare

November 4, 2016

INNOVATIVE WORKFORCE SOLUTION GETS NATIONAL RECOGNITION BY STAFFING INDUSTRY ANALYSTS

CROSS COUNTRY HEALTHCARE ACCESS PROGRAM UP FOR INNOVATION AWARD

The most important part of a managed services provider program is staffing quality clinicians at the hospital as quickly as possible. Facilities find themselves facing increasingly urgent needs due to aging demographics, Affordable Care Act volume and efforts to improve HCAHPS scores. However, many of the smaller staffing partners that service them are stumbling over operational challenges that lengthen their staffing and onboarding process, while also affecting their margins and ability to grow.

In an effort to address the challenges unique to small staffing firms, many of whom are Cross Country Healthcare subcontractors, we have developed Account & Enterprise Support Services (ACCESS). Through the ACCESS program, we relieve subcontractors of the burden of provider insurance, benefits and administration costs, including the credentialing process, payroll and even housing. This simplification of the subcontractor process reduces vendor cost and risk, and gets healthcare providers to the hospital faster.

We are proud to announce that our unique, innovative approach to one of the most complex issues in healthcare staffing has been selected as a finalist in the 2nd Annual Healthcare Staffing Summit Innovation Award competition.

UNIQUE PROGRAM WITH SIGNIFICANT IMPACT ON OUR INDUSTRY

- Our program gives staffing partners a reason to **INVEST** in our mutual relationship with healthcare facilities
- Program empowers staffing partners to grow by providing staff across the country without having to develop “administrative” overhead to serve them
- It is a true partnership whereby we integrate “outside vendors” into our process for mutual gain

- In a constrained marketplace for candidates, the program provides an excellent win-win solution for our Clients, our smaller vendors and Cross Country
- Significant growth for our smaller staffing partners
- Higher and sustained fill rates for Clients. This program makes our MSPs even more of a competitive advantage for our clients