

*RemX's Contact
Center workforce
solution yielded
higher caliber talent,
responsiveness and
cost efficiencies.*

Fortune 5 Healthcare Company

This Fortune 5 healthcare company is a leader in the distribution of specialty drugs to physicians and other healthcare providers throughout the U.S. To support their ever growing client base, the organization looks to hire Reimbursement Specialists, Insurance Specialists, Customer Service Representatives, QA Representatives, Supervisors, and Field Reimbursement Managers.

Challenge:

The organization needed to streamline recruiting processes to ensure that all positions were filled with quality candidates for the duration of its client projects. Based on business needs, positions varied to include contract-to-hire, direct hire placement, seasonal hires and pure contract assignments. Despite the fact that healthcare candidates were in scarce supply, their business demands required highly qualified candidates and a 100% fill rate. They employed a multi-vendor model in an effort to meet their needs. However, the multi-vendor approach created inefficiencies and countless additional work hours spent screening, interviewing and filling job requisitions.

Outcome:

In search of a single-source, strategic solution the organization chose RemX as its exclusive partner to staff more than 1,400 contract, contract-to-hire and direct hire positions nationwide. This partnership yielded higher caliber talent, responsiveness and cost efficiencies. Part of the program's success was due to the following initiatives:

- *RemX used a deep dive discovery process to uncover the qualifications of each position.*
- *RemX developed job descriptions that in turn identified a new talent pool that was untapped and rich for RemX to pull from.*
- *Using their extensive national database, RemX was able to fill all positions on time with quality candidates.*

RESULT ...

RemX was able to grow its clients business with outside the box recruiting and employee engagement. Because they are revenue generating, having all positions filled with quality candidates has increased our client's bottom line.



Due to the partnership with RemX, our client has been awarded new business quickly and has seen 15-20% growth year over year.

Experience the Difference of RemX

Whether you're a client or candidate, RemX is committed to delivering an exceptional experience each and every time.

*95% of RemX
clients say we
deliver the right
fit on time.*

Expert Knowledge & Focus

With RemX, you'll always work with a knowledgeable recruitment specialist who understands your unique profession. All RemX team members complete our Expert Validation Program and many have real-life experience in the field in which they recruit.

Exceeding Expectations

Our placement engagements aren't simply about filling a position. We take a consultative approach to each placement that allows us to perform with higher effectiveness and efficiency, delivering an unmatched level of personalized service in a timeframe that meets your needs.

Extraordinary Results

RemX's "Exact Match" methodology, together with advanced technology, provides our clients with robust labor market intelligence, customized sourcing strategies and industry-based skills testing and screening – allowing us to deliver the right talent faster and provide reporting tools that help you make better hiring decisions.

National Resources. Specialized Know How.

RemX is the professional staffing division of EmployBridge, a \$3 billion staffing organization with more than 600 offices in the U.S. and Canada. With RemX as your recruiting partner, you get the best of both worlds – the stability and strength of a large, national organization with the flexibility and personal service of a local market expert.