

# Supplemental Health Care resuscitates \$1.2M for its bottom line

## The client

Utah-based, Supplemental Healthcare is one of the largest healthcare staffing facilities in the US.

## The challenge

SHC requires a screening program accommodating a high degree of variation to satisfy regulatory and client needs across various healthcare settings. However, the complex supplier landscape, and the screening industry's notorious lack of transparency, created a disjointed environment that was challenging to manage and lacked visibility to service costs.

## The solution

ERA analyzed SHC's processes, screening requirements, and conducted a holistic marketing exercise with incumbent and new supplier to determine the best fit to the agency's unique needs. SHC chose to consolidate with a new supplier offering state-of-the-art capabilities, resulting in improved screening quality at a lower price point.

In addition to realizing savings by consolidating with the right supplier, SHC's recruiting has benefited from reduced turnaround times, streamlined processes, and improved compliance in its screening program. ERA secured a 21% cost reduction on SHC's office supplies and consolidated its multiple suppliers into one.

## The result

Through ERA, Supplemental Healthcare found \$1.2M in savings and saw improved service levels. The staffing agency plans to utilize the savings to continue its mission of creating a world-class healthcare staffing company.

“Our partnership with ERA has tremendously benefited our business. ERA was able to provide exceptional market insight and analysis.”

**CHRISTOPHER LONG, CHIEF PROCESS OFFICER  
SUPPLEMENTAL HEALTH CARE**

Supplemental  Health Care<sup>SM</sup>  
CONNECTIONS THAT FUEL MIRACLES

**Annual savings: \$604,500**

Employment background  
& drug screening

**\$587,000**

Office Supplies

**\$17,500**

