



Healthcare Workforce Technology

# Managing a flexible clinical labor ecosystem is complex, expensive, and never-ending

Labor rates may have stabilized, yet the challenge of effectively managing your contingent clinical labor while reducing spend persists.

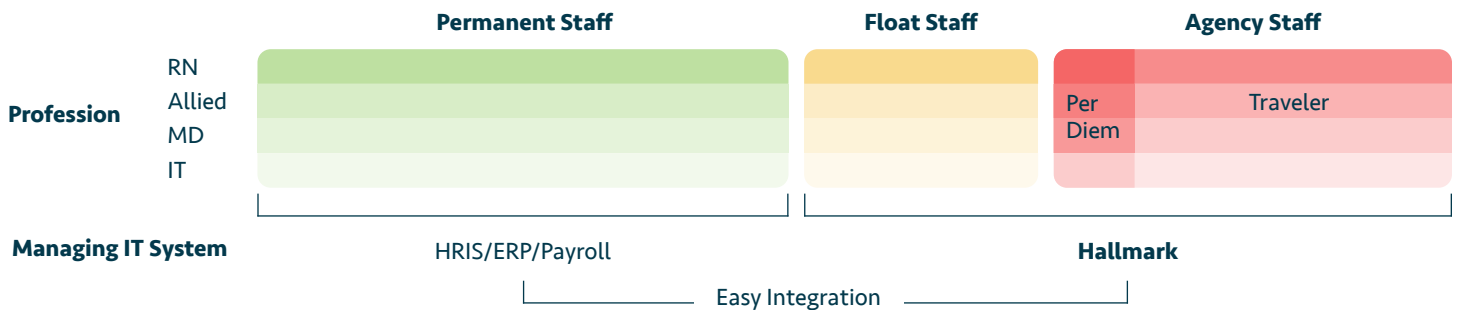
## Leverage the most powerful contingent labor management platform at little to no cost to you

The Hallmark Einstein II SaaS platform features two modules:

- 1 **Internal Resource Pool (IRP)**  
Maximize your efficient utilization of float clinicians
- 2 **Vendor Management Solution (VMS)**  
Then, when agency personnel are necessary, seamlessly connect via our vendor-neutral software to our panel of 750+ staffing agencies to reach per diem, traveler, and locum tenens talent

## Maximize the effectiveness and minimize the cost of your clinical labor spend

Partnering with Hallmark assures your span of control over the entire clinical labor ecosystem, enabling you to maximize your use of perm staff and float pool and decrease dependence on external agency staff.



### Proven Partnership Outcomes



## Our software powers your chosen strategy

No matter how you're managing your flexible labor ecosystem today, Hallmark Einstein II will optimize your execution while minimizing your spend.

### If you already run an in-house agency

Leverage our full cycle functionality including recruiting, job posting, credentialing, fulfillment, accounting and reporting to supercharge your team

### If you are considering eliminating your dependence on an externally controlled MSP and setting up an in-house agency




Leverage the power of Hallmark to regain direct control of labor spend while ensuring high quality candidates and increased speed to fill at lower costs

### If you simply want to gain control and visibility over your existing MSP




Leverage the power of our advanced technology while continuing your existing and established outsourced relationship; avoid the pain of change but experience the benefits of transparency and better outcomes

## Hallmark Einstein II is a win-win for all healthcare leadership teams

### CNO/CHRO Benefits

-  Complete control of flexible labor spend
-  Expedited time to fill quality labor resources
-  Access to largest available talent pool

### CEO/CFO/COO Benefits

-  Optimized labor mix at reduced costs
-  Flexible clinical staffing to support fluid census
-  Minimal investment with substantial returns

### CIO Benefits

-  Rapid implementation for a seamless, secure transition
-  Enterprise scalability to meet increasing staffing demands
-  Easy integration into provider technology ecosystem

## Proven to streamline clinical labor management

**50%**

reduction in days to fill<sup>1</sup>

**98%**

fill rate<sup>2</sup>

**39%**

reduction in contract labor rates<sup>3</sup>

**750+**

agency partners for sourcing talent<sup>4</sup>

To take control of your flexible clinical labor spend, visit [www.hallmarkhcs.com](http://www.hallmarkhcs.com)

**Hallmark**

Healthcare Workforce Technology

<sup>1</sup>Based on average Hallmark customer results for 2023

<sup>2</sup>Based on average Hallmark results for Norton Healthcare

<sup>3</sup>Based on average Hallmark customer results for select customers, 2023

<sup>4</sup>Based on number of agency partners available in VMS platform, 2023