

TOP FIVE REASONS HOSPITALS CHOOSE CONCERRO

Are you considering a scheduling solution for your hospital? Here are the top five reasons hundreds of hospitals have selected Concerro's skills-based scheduling and shift management solutions over traditional solutions for their staffing needs.

1. CLIENT SERVICES

Each Concerro client has a dedicated Client Services Executive (CSE) who works with them to design a staffing effectiveness program, taking into account the cultural, strategic, financial, and operational goals of the organization. With experienced clinicians in-house, we facilitate change management and provide processes to address undesirable practices. We also develop incentive strategies – including our innovative points-based program, ShiftRewards – to encourage favorable behavior.

Each client is able to customize their solution by collaborating with their CSE. Onsite visits are included so clients receive the personal attention they deserve. Data within the system is analyzed often to evaluate and refine the client's plan.

2. EXTENSION OF HOSPITAL RESOURCES

The client's CSE configures the software, loads data onto our servers, and delivers onsite customized training for managers. We are available to expand to other departments, support training of new managers, and brainstorm on new organizational goals or challenges. Concerro provides software AND service, becoming an extension to your team, not a drain on your resources.

3. STAFF ENGAGEMENT AND ADOPTION

Concerro uses advanced Web-based technology, which fosters an unparalleled degree of user adoption and staff engagement. Our collaborative approach allows staff to be active participants and provides managers the visibility to make smart, data-driven decisions. Our participatory approach supports self-directed floating and better leverages all employees across the enterprise. In addition, Concerro clients see increased utilization of their PRNs/Per Diems, further reducing agency, overtime, and incentive costs.

4. SPEED TO VALUE

Concerro clients are able to implement a custom solution in just 12 to 16 weeks compared to 12 to 18 months with traditional schedulers. Solutions are deployed quickly & efficiently without the distractions that come with a long implementation cycle. Financial savings are often realized in the very first pay period.

5. RAPID RETURN ON INVESTMENT

With Software-as-a-Service (or SaaS), there are no upfront or capital investments to be made, no expensive hardware to purchase, or IT resources to dedicate. The all-inclusive monthly subscription fee is typically an operational expense, and since clients are live in just three to four months, the ROI comes much quicker than with a traditional software purchase. There are no hidden costs and all departments and employees are included. Results are rapid and significant – in fact, clients typically see an ROI within just six months of deployment.

TOP QUESTIONS TO ASK

1. Is your solution server based or software as a service? How are updates provided as the solution advances?
2. What is your typical implementation cycle?
3. Who is involved in implementation? What are their credentials?
4. Is client support included in your pricing?
5. Do you have any client results published or presented in public forums?
6. What is your user adoption rate?
7. What training must occur for staff and managers?
8. What is your average time to value?
9. What kind of strategy & account management support is provided to assist in staff optimization?
10. What kind of peer-to-peer networking is available for clients to collaborate with each other?

PUT CONCERRO TO WORK FOR YOUR HOSPITAL!

Call 800-658-8940 or visit www.concerro.com for more information.

