



We put care in motion.

## Care Delivery and Cost Savings

HOW PROLINK DELIVERS BOTH AS AN MSP PARTNER

### THE CLIENT

An 8-facility, 2,000+ bed health system in New York

### THE PROBLEM

Overspending on contingent labor to fill care gaps and falling retention rates

### THE PROLINK SOLUTION

Proactive market analysis to gradually reduce spending and clinical leadership development to strengthen existing teams

**\$1.4M**

in contingent labor savings

**42**

Temp-to-perm conversions

**6%**

Retention rate increase

### Contingent Fulfillment Program

When Prolink became the health system's MSP partner in 2023, we used our proprietary data analytics to proactively reduce bill rates across all skillsets, while maintaining a 93% retention rate and meeting all time-to-fill goals. While maintaining steady TOA, overall system spend dropped by \$1.4 million during this 4-month period.

### Converting Quality Clinicians to Permanent

As an MSP partner, we encourage contract talent who fit a facility's profile to stay on board, driving culture and cost improvements. Since November 2024, Prolink successfully converted more than 40 temporary staff to permanent roles, resulting in savings of nearly \$3 million.

### Developing Clinical Excellence

The system's retention rate had fallen to 86% due to new, inexperienced nurse managers. After we placed a clinical supervisor on site and launched our clinical leadership development program, retention recovered to 92%. All nurse leaders who completed the program have been retained as of late 2025.

**Prolink's MSP program is a total solution: delivering cost savings, clinical quality, and culture all in one.** Connect with us to learn more.

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