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Client Sees $51M+ in Savings and Streamlined Staffing

with Syncx Float Pool, Locum MSP, and Perm ATS Integration



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$51.3M+
Total cost savings in just 4 years, all leveraging Syncx solutions.

$18.3M+
Savings in program spend in 2025 alone.

~30%
Savings by Shifting Gap Coverage to Float Pool with Syncx

Client At a Glance

- **Facilities:** 40 hospitals, 800 outpatient sites
- **Employees:** 92,000+
- **Specialties:** Full spectrum of clinical services across the region and beyond

Key Challenges

- Over-reliance on costly locum
- tenens agencies
- Manual, fragmented internal
- float pool management
- Lack of visibility into staffing
- availability and spend
- No centralized solution for
- permanent physician hiring
- Limited ability to optimize staffing decisions across systems

The X Factors

Solving fir Physician Staffing At Scale

Our client was facing a national problem at a massive scale: how to keep hospitals fully staffed with high-quality physicians without breaking budgets or burning out teams. Reliance on third-party locum tenens agencies was driving up costs and reducing visibility. Their internal float pool program, though promising in concept, was manual, fragmented, and unscalable. To deliver better care without overspending, the client needed a modern, integrated, and strategic approach to physician staffing.

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Challenge 1

A Manual System That Couldn't Scale

The client's initial internal float pool program was entirely manual. Physicians were tracked on whiteboards, spreadsheets, and emails - creating significant delays, inefficiencies, and potential for error. When an emergency arose, there was no real-time visibility into who was available and where.

Solution

We digitized and centralized the float pool process, replacing the whiteboards and spreadsheets with an intuitive, automated platform. This gave stakeholders real-time access to physician availability system-wide, regardless of their physical location, and enabled them to prioritize the scheduling of their float pool over the external agency locums.

Challenge 2

Costly and Uncoordinated Locum Tenens Usage

The hospital system relied heavily on external locum agencies - often at a premium cost - without standardized rates, contract terms, or visibility across departments. Leaders lacked the data to make informed decisions, and overspe.

Solution

We implemented a unified Managed Services Provider (MSP) model that centralized all locum agency engagement. This standardization of rates, usage, and contract terms brought clarity and predictability to staffing spend. Syncx also helped introduce new, cost-effective agencies to expand specialty access and increase competition.

Challenge 3

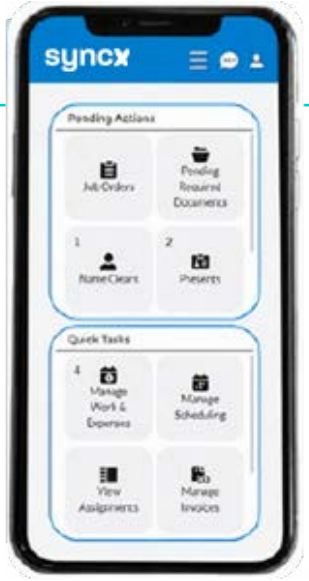
The Syncx Approach

Despite progress with float pools and external locums, the client's permanent physician hiring was handled separately, limiting the ability to make strategic, long-term staffing decisions. Recruiting teams lacked the tools to manage candidates efficiently or see where permanent placements could offset recurring locum needs.

Solution

Building on the successful rollout of the Syncx Float Pool and MSP, the client launched the Syncx Perm ATS to manage permanent physician hiring. This final piece of the puzzle enabled the hospital's recruiters to manage the candidate lifecycle for permanent physician hiring and build the Internal Float Pool to reduce external locums utilization to significantly reduce external locums spend.

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Syncx Mobile Features

Providers can enter availability, self-schedule available shifts, submit time, and receive weekly payments through Syncx, while automated approvals and invoicing simplify administration for the health system. We make the system easier on everyone with user-friendly features and access.

Outcomes Delivered

Integrated, Insightful, Impacful

"Before Syncx, people didn't even realize how many locums they were using - you just fill the gap and move on."

Syncx didn't just provide software - we became an embedded strategic partn er. Through a phased rollout across float pool, MSP, and ATS systems, the client achieved a level of coordination and efficiency they had never experienced before.

- **$51.3M+ in Total Savings, $18M in 2025 alon**
- **Scaled Float Pool from 22 Physicians to now 200+**
- **~45% of Locums Spend is now coming from Float Pool**
- **100% Consolidation of Staffing Spend under**
- **Syncx programs**
- **Improved Visibility & Reporting**
- **More Time for Strategic Work**
- **diverse locums portfolio driving competitive rates**

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