



**EMPOWER<sub>X</sub>**

REIMAGINING HEALTHCARE STAFFING

Marketplace Overview

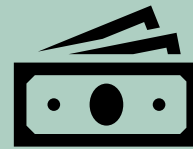
[www.empowerxinc.com](http://www.empowerxinc.com)

800.403.9117

# THE PROBLEM



Clinicians/Traveling Professionals are unable to take advantage of tax deductions as a W2 employee.



Traveling Professionals are seeking ways around MSP/VMS systems to earn more money.



Traditional MSP/VMS Systems make it difficult for Independent Clinician Owned Staffing Agencies to become Affiliate Agencies and usage rates are high.

# THE EMPOWERX BENEFITS



Bill Rate Transparency



Facility vetting: credit reference, payment terms negotiation



Technology to manage credentials, timekeeping mobile app and invoicing services



Build a thriving community to offer wholistic staffing options for facilities nationwide

# EMPOWERX MARKETPLACE MODEL

## How it works:

- Create clinician profile to complete vetting process
- EmpowerRx creates ICOSA affiliate profile, emails login
  - Clinician profile is attached to your ICOSA
- Facility creates contract or shift need on Marketplace
- EmpowerRx emails ICOSA affiliates with need details
- ICOSA proposes clinician for need
- EmpowerRx reviews submission to ensure it meets facility requirements
  - Email proposal to Unit Director
  - Email ICOSA with missing required information request
- Unit Manager reviews and follows up directly with ICOSA
  - Interview
  - Offer extended
  - ICOSA accept
- Documents signed/Credentialing process completed
- Clinician uses app to track and submit timecard
- Unit Director Approves
- EmpowerRx Invoices on behalf of ICOSA
- Direct Deposit to ICOSA business account when facility pays invoice

# EMPOWERX MARKETPLACE INDEPENDENT AFFILIATE

## REQUIREMENTS

- 3 professional references from past year
- Active unencumbered license/certificate
- Minimum of 2 years of clinical experience
- Active Business Entity PLLC/LLC and EIN Number

## INVESTMENT

- One Time: \$150.00
- Annual: \$200.00

## PIONEER PROGRAM

- 3% commission of subscription fee of referred facility
- 5 or more facilities referred 7% of subscription fee
- Discount on all EmpowerRx workshops and events

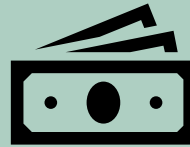
## BENEFITS

- EmpowerRx Business Development Team
- Premier Access to New Job Opportunities

# THE PROBLEM



The last decade has seen a negative change in contingent staffing practices with the loss of vendor neutrality. Agency owned vendors have become standard despite the inherent conflict of interest.



Vendors are consistently increasing rates while clinicians pay rates are decreasing.



Facilities are paying “hidden costs” to use VMS systems, while large agencies are making it impossible for mid-size and independent agencies to stay afloat.

# CURRENT MSP MODEL EXAMPLE

- No vendor neutrality Ex: AMN owns Medefis
- Hospitals pay “hidden” VMS fee
  - Example:
    - Associate/Affiliate Agencies collectively bill hospital \$1,000,000.00 through VMS platform
    - Medefis collects the \$1,000,000.00 from hospital, takes 5% of hospitals payment and disburses remaining funds to associate agencies. MSP takes \$50,000.00
- AMN has ability to “poach” clinicians from associate agencies with larger pay package because they do not pay the vendor fee
- MSP relies on associate/affiliate vendors for job fulfillment
- MSP creates multiple barriers to associate/affiliate agency success

# THE EMPOWERX BENEFITS



Reduced bill rates



Top quality talent, pre – screened with required background checks presented with initial profile submission



Dynamic VMS platform for low-cost monthly fee



Contract flexibility and relationship building for proactive staffing



# EMPOWERX MARKETPLACE MODEL

## **True Partnership:**

Management support of all aspects of staffing needs

- Vetted Contract Clinicians with Marketplace platform
- Lower Bill Rates with Affiliate Agency Bidding capabilities
- Social Impact Commitment - GiveRx
- Dedicated Account Manager
- No hassle contract

## **Vendor Management Solution Software at fixed monthly cost:**

- Online Portal Access for all partners: clinicians, facility and approved agency partners
- Mobile friendly schedule reminders and credential management
- Automated aggregation of agency billing with individual reports for each department
- Mobile self-scan for timesheets

# EMPOWERX MARKETPLACE PARTNERSHIP LEVELS

## LEVEL ONE

\$175 per month

- Unlimited Job Posts
- 30 Managed Clinicians

## LEVEL TWO

\$350 per month

- Unlimited Job Posts
- 75 Managed Clinicians

## LEVEL THREE

\$500 per month

- Unlimited Job Posts
- 165 Managed Clinicians

## ENTERPRISE

\$1500 per month

- Unlimited Job Posts
- Unlimited Managed Clinicians

# ESTIMATED ANNUAL SAVINGS – VMS

## Scenario Factors:

- \$110.00 bill rate / 36-hour week /120 contract clinicians
- Clinician Billable Hours: 224,640 @ \$110.00 = \$24,710,400.00 (Contract Labor Cost)
- 5% VMS Fee: \$1,235,520.00

## **EmpoweRx Annual Subscription Based Marketplace (VMS):**

- \$18,000.00 (Enterprise Plan – unlimited job posts and clinician management)

## **Annual Savings:**

**\$1,217,520.00 Annual Savings with Enterprise Plan**

# ESTIMATED ANNUAL SAVINGS – BILL RATES

## Scenario Factors:

- \$85.00 bill rate / 36-hour week /120 contract clinicians
- Clinician Billable Hours: 224,640 @ \$85.00 = \$19,094,400.00 (Contract Labor Cost)
- Savings: \$5,616,000.00



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