

## In Their Own Words: MSN's OneSource Clients Discuss Their VMS Solutions

MSN's OneSource™ is an end-to-end Vendor Management System (VMS) solution that combines VMS technology with professional healthcare contingent staffing services.

This paper features a Q&A with James La Rosa, M.D. of Westchester Medical Center, Valhalla, New York, in which he discusses his organization's success using MSN's total VMS solution. Dr. La Rosa serves as the medical center's executive vice president.

**Q:** What was the number one issue that drove your decision to consider a VMS partnership?

**A:** There was a significant number of agencies supplying per diem and various staff positions and we decided to hire a master VMS vendor. We sent out an RFP, looked at the rates provided, and were able to save a significant amount of dollars, while eliminating all of the non-contract contractors.

**Q:** From where do you derive value from your OneSource partnership?

**A:** VMS allows us to have one number to call and one rate. We're able to leverage our volume through a single funnel as opposed to multiple small engagements. It's much better from the perspective of such areas as data, financial reporting and budgetary projections.

**Q:** In short, what is the real value of your MSN solution partnership?

**A:** One conduit, a master VMS vendor, gives us more control over the staffing process.

OneSource, the most recognized name in Vendor Management Services, gives you more control over your staffing process. Providing you with a single point of contact for all of your contract needs, OneSource combines management services with leading edge technology resulting in higher fill rates and lower turnover. OneSource uses best practices that will:

- Minimize the hours that supervisors spend on staffing
- Consolidate billing
- Manage all subcontractor's credentialing, screening, testing, hiring, scheduling, evaluations, and record-keeping
- Create easy to use data, financial reporting and budgetary projections
- Provide a clearer picture of staffing needs, activities and costs associated with temporary staffing
- Improve overall patient care





**Q:** Of what value is Joint Commission certification of your VMS partner?

**A:** Certification is important, particularly in this day and age, because it allows us an objective evaluation to compare agency A to agency B. Although certification may not ensure complete competency, why would we not want our VMS agency to be (Joint Commission) certified?

OneSource is a proven solution with more than 10 years in the industry that is scalable to any size facility. Many hospitals across the nation have chosen OneSource as their VMS. In fact, this staffing model has received national recognition from The Advisory Board in Washington, DC. Medical Staffing Network has also earned the Joint Commission's Gold Seal of Approval.

Current users of OneSource VMS remark how transparent the relationship is amongst their own internal staff. During one client's quest for Magnet Recognition, program appraisers couldn't distinguish between in-house staff and OneSource's staffed healthcare professionals. Another client remarked, "It is not the technology; it is the people providing the services that make the difference."



**MSN COMPANY PROFILE**

- 40,000+ healthcare professionals
- 7,500+ clients
- 100+ government clients
- MSN's OneSource Vendor Management Service
- 100+ local offices serving the entire US
- Travel Division consisting of 3 national travel offices serving entire US
- Commitment to excellence in customer service
- Joint Commission Health Care Staffing Services Certification
- 30 years of staffing experience
- Founded and built by Healthcare Professionals
- Single source for all staffing needs

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