



Hospital Services Corporation

December 2018



New Strategic Financial Consulting Services Available

We are pleased to introduce a new program to provide strategic financial consulting services to our members to address your top business priorities, including reducing costs, improving operational and financial performance, predicting and managing the impact of changing payment models, and integrating planning processes across financial planning and strategic capital allocation. Through an agreement with REDW and MARKA Strategic Financial Consulting, LLC, the following services will now be available:

- Third-Party Payer Contract Negotiations
- Supply Chain and Inventory Management
- Financial Strategic, Capital and Program Planning
- New Mexico Gross Receipts Tax Strategies, Defense and Refund Assistance

As the largest independently owned accounting firm based in New Mexico, REDW has extensive experience in the healthcare industry, having served more than 130 healthcare clients over the past two decades, including hospitals, medical groups, clinics, physicians, and laboratories.

Steve McKernan, Principal of MARKA and former CEO of University of New Mexico Hospital, is a 30-year healthcare veteran who brings considerable hands-on experience from a CEO/CFO perspective. Together, they can offer an unparalleled value proposition that delivers proven expertise, practical solutions, and local resources.



Assistance with Staffing Shortages

To further assist our member hospitals with staffing shortages and increasing recruitment costs, we are offering a cost-effective recruitment solution to help combat workforce shortages, reduce third-party agencies, replace ineffective forms of advertising, and provide a direct link to quality healthcare professionals. By utilizing HospitalCareers.com, hospitals can make the most of limited budgets while saving valuable time attracting candidates directly into their applicant tracking systems.

HospitalCareers.com is utilized as the healthcare industry's career destination site, helping thousands of healthcare professionals find jobs and career paths. With over 28,000 job postings from more than 3,200 healthcare facilities nationwide, this resource serves to guide professionals and hospitals to find the perfect match.



Telehealth Services Now Available Through our Staffing Registry



Hospital Services Corporation's Registry Program is excited to offer a new and innovative staffing solution for the growing telehealth market. Facilities can now post their open telehealth vacancies on our job board! These positions can include inpatient, outpatient, emergency departments, nights and weekends, and call coverage

The New Mexico Registry Program is a solution designed to meet the growing staffing needs of patient care. We partner with various staffing agencies to quickly identify and place top quality talent. We offer an easy to use online job board, in collaboration with our agency partners, to support hospitals and clinics with filling their critical clinical vacancies. These positions include:

- Nursing
- Allied health
- Advanced practitioners
- Locum Tenens
- Telehealth Services



Preparing for Executive Level Vacancies

When executive level vacancies arise, facilities are often unprepared. It is not uncommon that a succession plan is not in place and/or the facility does not have access to a network of strong potential replacement candidates. Read Tyler & Company's case study to learn what health systems and hospitals should do when an executive vacancy arises:

https://www.tylerandco.com/wp-content/uploads/2018/10/T_CO-Interim-Case-Study.pdf



Imaging Systems Needed

We recently introduced one of our newest business partners, RadStarMed, Inc., a firm that purchases pre-owned imaging systems. They are currently looking to purchase the following systems:

- Toshiba, Siemens or GE 16 slice CT systems. (Does not need to be XR-29 certified.)
- Any dual head nuclear medicine system.
- DEXA systems. (Hologic is preferred.)
- Any floor mounted Radiographic system.

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Get In Touch

