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Contact: Amelia Trigg
atrigg@iroquois.org
(518) 348-7457



Using Technology, Rural Upstate New York Hospital Recruits and Hires Primary Care Provider in Less Than 3 Months

ALBANY, New York — The Iroquois Healthcare Association (IHA) is pleased to announce Community Memorial Hospital in Hamilton, NY has hired a Family Medicine Nurse Practitioner within just 72 days after collaborating with The Inline Group (TIG), one of IHA's strategic corporate partners focused on innovative provider recruitment solutions.

"We did not expect to see results this quickly," said Community Memorial Hospital CEO, Sean Fadale. "TIG helped us find the perfect candidate who is not only a qualified healthcare professional but will be a great fit for our community in Hamilton. We are very pleased with the partnership and the value of our investment in TIG, allowing us unlimited hires helping to meet the needs of patients in our region."

IHA and TIG formalized a corporate partnership back in May 2018. Since then, 5 IHA member hospitals have signed up to use their platform.

"IHA has been heavily involved in workforce and recruitment issues impacting Upstate New York's diverse healthcare delivery system over the last 50 years. We've tried working with other recruitment firms in the past but never felt their solutions truly met the needs of our members, from both a financial and operational standpoint. That was, until we met The Inline Group," said Gary J. Fitzgerald, President and CEO of IHA.

Unlike typical recruitment firms, TIG supports in-house physician staffing professionals with candidate sourcing, screening and matching services. TIG provides personalized service to each client, detailed analytic reports to track their progress, and on-going monthly marketing for the term of your agreement. TIG specializes exclusively on primary care and behavioral health clinicians. They use a combination of leading technology and a robust database to source candidates. Their professional candidate advisors speak to and personally match every candidate to the specifics of each opportunity, saving the in-house recruiter time, money and frustration, all without charging traditional placement, headhunting or advertising fees.

"Congratulations to our client, Community Memorial Hospital in rural, Upstate New York for hiring their first primary care provider in just 72 days without any placement fees attached. The Inline Group platform allows clients, like Community Memorial, to make multiple hires for one flat fee, which maximizes their ROI. TIG is excited to continue to work with

Community Memorial and IHA to grow revenue by adding providers to deliver healthcare to their community,” said Chris Mathew, Chief Operating Officer of TIG.

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About Iroquois

The Iroquois Healthcare Alliance (IHA) is a regional healthcare trade organization representing 54 hospitals and health systems, spanning over 28,000 square miles, across 32 counties of Upstate New York. IHA is the leading resource for facilities and professionals bringing quality health care to the region. IHA represents the unique needs of rural, small community safety-net providers to large, academic medical centers in Upstate New York’s urban areas through advocacy, education and information, cost-savings initiatives and innovative business solutions. For more information, please visit www.iroquois.org.