



A PRESENTATION FOR

# Shaker Place Rehabilitation and Nursing Center

onsight HEALTHCARE





## A little about us.

**Onsight Healthcare provides patient-centric staff tailored to the specific needs of each hospital client.**

- Currently serving 63 hospitals in 25 states
- 14 different services, including Patient Sitters, Runners, EVS, Nutrition Aides, Patient Transport, COVID Screening and others
- We use full-time employees, on our payroll, focused on your hospital's mission



# How we can help.

## What your HR department manages.

- Hospital Administration
- Medical Staff
- Nursing
- Plant Operations
- Pharmacy
- Human Resources
- Radiology
- All other clinical positions

## What the Onsight Healthcare team can manage.

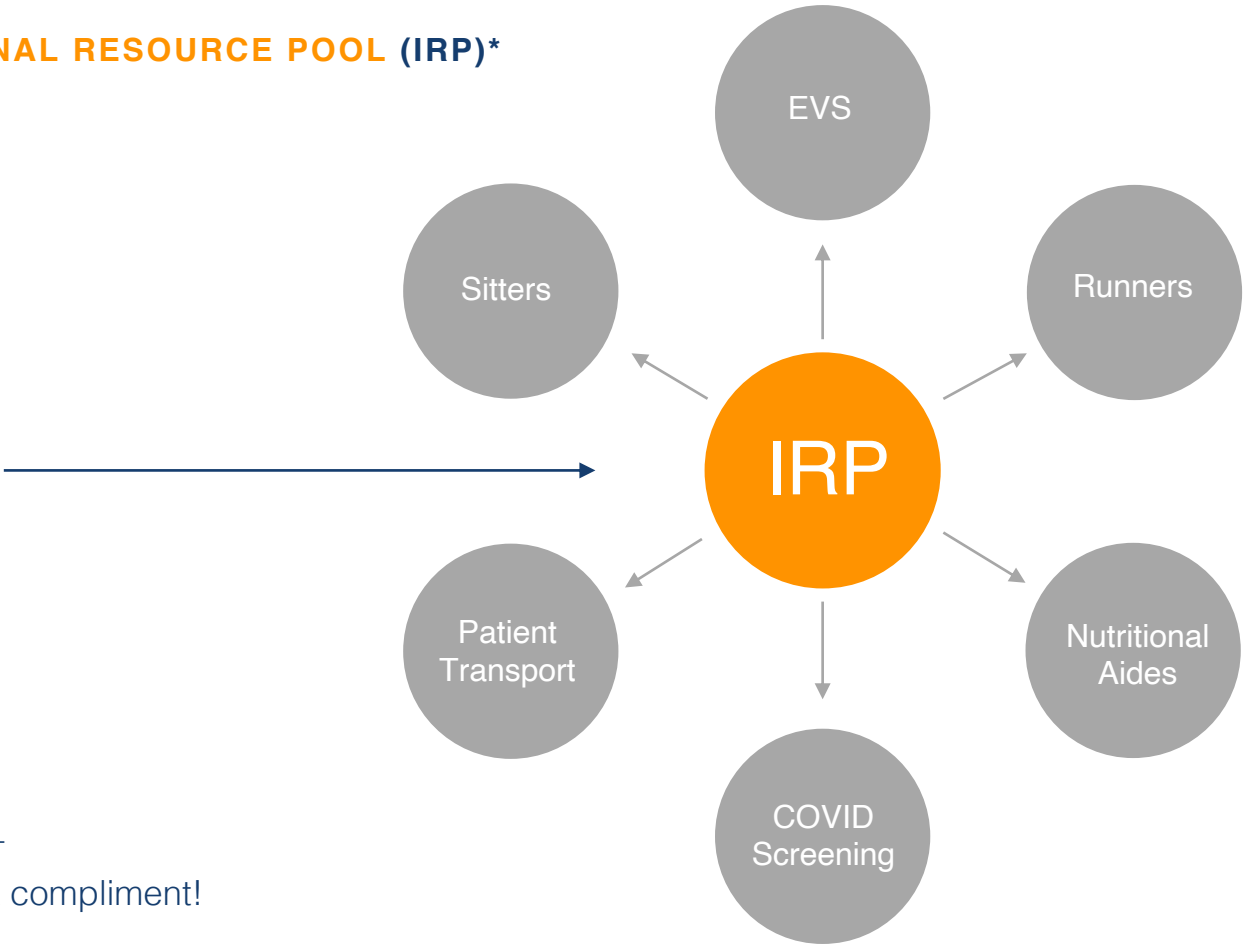
- Patient Sitter
- Runners
- Housekeeping Support
- Nutritional Aides
- Patient Transport
- Internal Resource Pool
- COVID-19 Screening
- Wayfinding / Greeters / Front Desk Support
- Security



Everyday is different.  
No problem.

THE FOUNDATION OF YOUR INTERNAL RESOURCE POOL (IRP)\*

By hiring team members that are willing to be flexible in their roles, we quickly become the “go to” resource for multiple departments.

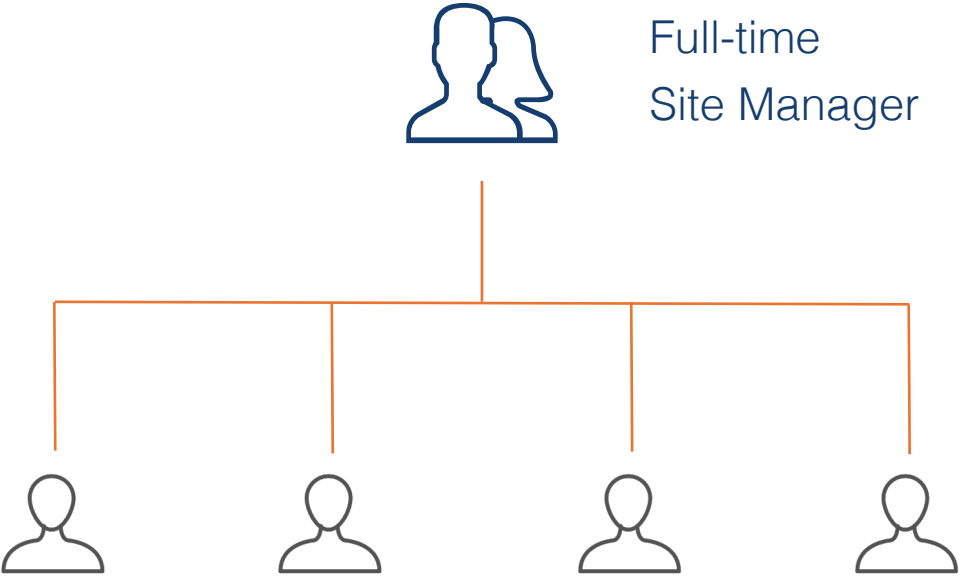


\* If you love one of our team members – Hire them at no charge. We Take it as a compliment!





We hire mostly full-time, local, W-2 employees that are managed by a full-time Site Manager.



Full-time Onsight employees working only at your hospital.



# Are you in a challenging labor market? Here's our secret.

We use 11 different job boards.

Our team of recruiters text each applicant within 5 minutes of applying.

We answer questions via text, confirming group Interviews.

Hire on the spot –  
pending background checks.

By only focusing on specific positions, we have been able to tap into this specific slice of the labor market and enjoy high fill & retention rates

## Recent Success Stories

### Grady Hospital

Atlanta, GA

- 900 Applicants
- 97 In-Person Interviews
- Hired 25 FTE's



### UM Charles Regional Medical Center

La Plata, MD

- 741 Applicants
- 35 In-Person Interviews
- Hired 10 FTE's



### Palm Beach Health Network

Palm Beach, FL

- 987 Applicants in first week!
- 105 In-Person Interviews
- Hiring 42 FTE's







# We are ready when you are.



1. Blitz the market.
2. Pre-screen applicants. (Assess a large pool of applicants)
3. Interview finalists. (In person: pre-screen applicants, hire team)
4. Get schedules confirmed.
5. Analyze current system with key staff.
6. Host Multiple Department Training Sessions.
7. Kick-off service.



# Scope of work for Shaker Place Rehabilitation and Nursing Center:

Sitter Location	Team Members Per Shift	Days of Week	Start	Stop
TBD	5	Monday – Sunday	7:00 am	3:00 pm
TBD	5	Monday – Sunday	3:00 pm	11:00 pm
TBD	5	Monday – Sunday	11:00 pm	7:00 am



# Open and transparent pricing.

A FIXED PRICE, EVERY MONTH.

We pay higher wage rates to attract the quality employees that healthcare demands. Below you will see an example of our Cost Schedule. Our pricing is transparent, and we include everything into one detailed monthly bill.

COST SCHEDULE		
Employee Wage		\$18.00 - \$20.00
Total Proposed Hours		45,760
Estimated Annual Cost		\$1,295,331
Estimated Monthly Invoice		\$107,944
Hourly Rate		\$28.31
One Time Start Up and Uniform Cost		\$9,290

We understand that this situation is fluid – so, with just 90 days’ notice, you may cancel our contract at any time – with no penalties.



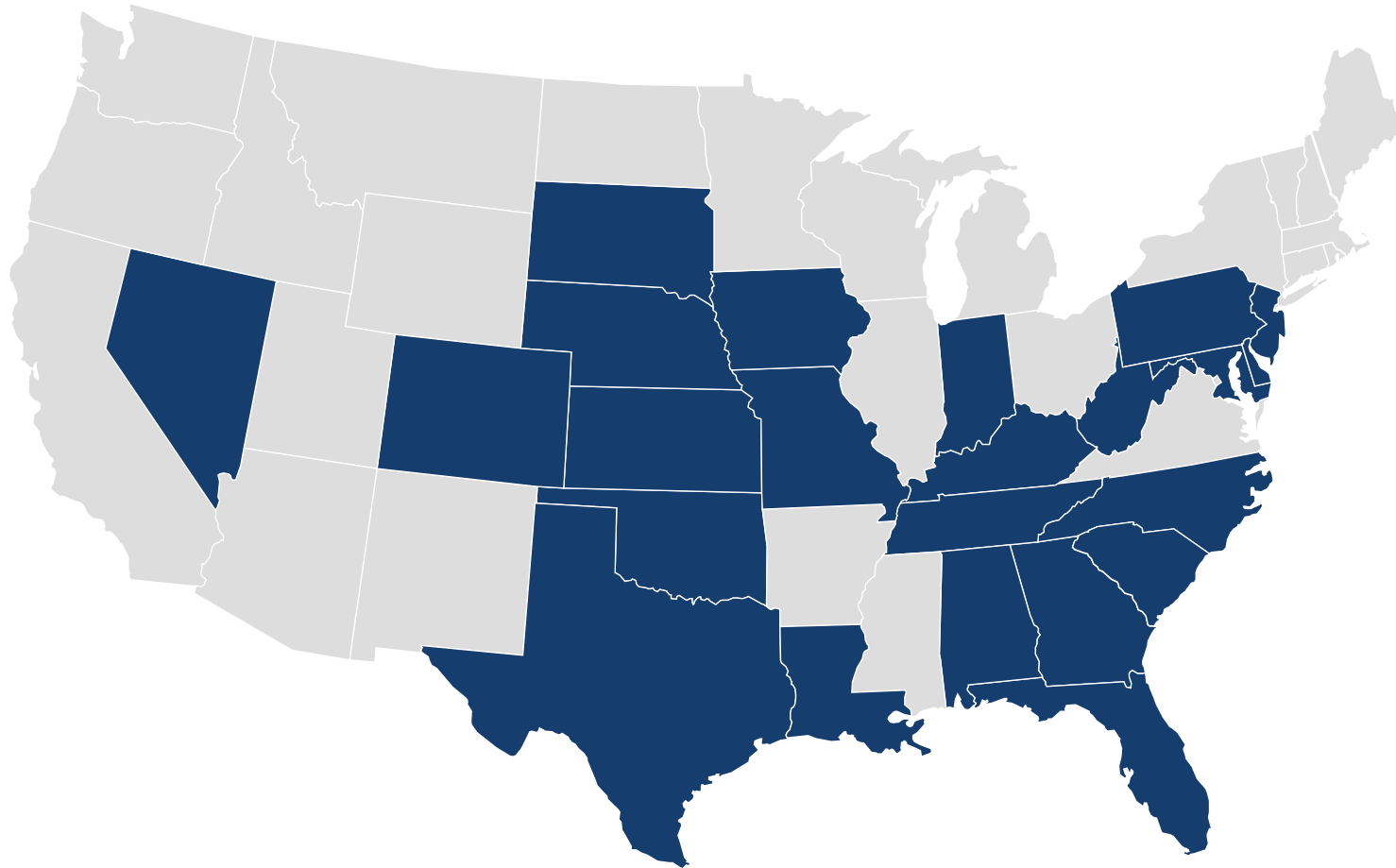
Onsight Healthcare Cost Schedule									
Shaker Place									
Base Pricing - Fixed Contract Price									
Line #	Building	Location	Number of Staff Members	Days of Week	Number of Days	Open	Close	Operating Hours Per Day	Annual Coverage Hours
1	Shaker Place	TBD	5	Monday - Sunday	7	12:00 AM	11:59 PM	24.0	43,650
									43,650
Hourly Staff			FTE's	Wage Rate Range			Annual Hours		Annual Cost
Site Manager			1	\$28.00 - \$29.00			2,080		\$58,240
Evening / Weekends Shift			6	\$19.00 - \$21.00			12,480		\$237,120
Weekday Staff			15	\$18.00 - \$20.00			31,200		\$561,600
			22				45,760		\$856,960
Hourly Health Care Costs							4.5%		\$38,563
State & Federal Employer Based Taxes							10.1%		\$86,553
Employer Benefits							4.5%		\$38,563
Workman's Comp							2.5%		\$21,313
Total Fringe Rate							21.6%		\$184,993
Total Productive Labor:									\$1,041,953
Operating Costs					QTY	Each Price			
Background / DMV Record Checks					1	@	\$1,925		\$1,925
Annual Payroll Processing					1	@	\$18,480		\$18,480
Uniform Replacement					1	@	\$5,060		\$5,060
General & Professional Liability Insurance					1	@	\$27,263		\$27,263
Cellular Connected Tablet Charges					2	@	\$325		\$650
Contribution to Onsight Healthcare Regional and Corporate Support Includes:									
Regional Manager Support			Human Resources & On Going Training			Accounting and Finance			\$120,000
Total Other Operation Costs:									\$173,378
Contribution to Pre-Tax Profit									\$80,000
Total Contract Price:									\$1,295,331

Shaker Place

Start-Up Costs				
Item Description	Units		Unit Cost	Total Cost
Airfares for Start-Up Team	2	Trips @	\$600	\$1,200
Hotel Nights	8	Days @	\$175	\$1,400
Meals (Daily Allowance)	8	Days @	\$35	\$280
Auto Rental Days	8	Days @	\$85	\$680
Job Posting / Recruitment Costs	1		\$3,750	\$3,750
Employee Uniforms with Embroidered Hospital Logo	44		\$45	\$1,980
Total One-Time Costs				\$9,290

Total Proposed Hours	45,760
Estimated Annual Cost	\$1,295,331
Estimated Monthly Invoice Amount	\$107,944
Hourly Rate	\$28.31

ON SIGHT HEALTHCARE



Brookwood Baptist Medical Center (Tenet Health)  
Birmingham, AL



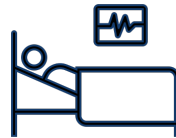
# Here are Onsight Healthcare's 2023 services and programs.

## SUPPORT STAFFING



### CNA STAFFING

- Assist nurses with day-to-day tasks
- Can turn patients
- Gather medical supplies
- Manage bathing and grooming patients
- Answer patient call
- Check vital signs



### PATIENT TRANSPORTATION

- Eliminates time consuming tasks for nursing staff
- Helps with patient flow



### PATIENT COMPANION

- 24/7 monitoring patients
- Assist charge nurse with day-to-day tasks
- Friendly and Respectful
- Attentive
- Data Collection
- Additional Security
- Increase overall patient experience



### VACCINE CLINIC

- Provide immunizations
- Give patient education and instruction
- Assist with the preparation of equipment





# Here are Onsight Healthcare's 2023 services and programs.

## SUPPORT SERVICES



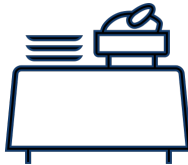
### COVID-19 SCREENING

- Temperature checks
- Enforce infection control procedures
- Visitation policies
- Data collection



### EVS AIDE

- Custodial Services
- Flipping beds
- Solid and biohazard trash removal
- General cleaning
- Able to use buffers, extractors and vacuums



### NUTRITION AIDE

- Delivers food to patient rooms
- Works the line in the cafeteria
- Cleans and washes dishes and utensils
- Cook



### DEPARTMENT RUNNERS

- Patient transportation
- Works with material management to re-stock cabinets for clinical staff
- Assist with discharge process
- Can help in multiple departments
- Extra set of hands for staff



### VACCINE ASSISTANCE

- Check in / Check out
- Registration
- Data Collection
- Wayfinding
- Enforce infection control procedures



# Here are Onsight Healthcare's 2023 services and programs.

## TRANSPORTATION



### VISITOR & EMPLOYEE SHUTTLE

- Expedites employee travel time with off campus parking lots
- GPS tracking on shuttles so employees, patients and visitors can see when their ride will arrive.
- Extra security in parking lots.



### VALET SERVICES

- Text to retrieve technology
- Live dashboard showing reviews and scores
- VIP program for patients that come to the facility often
- No waiting
- Clear driveways
- Help with wayfinding for patients and visitors
- Great first impression for the facility



### EMPLOYEE CONCIERGE

- Takes everyday tasks off your employees' plate
- Oil Changes
- Tire Rotations
- Dry Cleaning
- Auto Repair
- Emission Testing
- Car Washes and Detailing
- Grocery Pick-up
- Technology Based

## QUESTIONS? PLEASE CONTACT

Rhett Douglas at [rhett.douglas@onsight.healthcare](mailto:rhett.douglas@onsight.healthcare)

We're excited to start preparing a custom proposal for you and move towards improving the overall experience at your hospital.



Onsight Healthcare