

How a UK Healthcare Firm Added £1.07M+ Profits in One Year



About the Client

The client is a prominent UK healthcare recruitment firm providing staffing solutions to hospitals and clinics.

Business Challenge

- ▶ Capacity bottlenecks hindered the fulfilment of shift requests with tight deadlines.
- ▶ A significant number of nurses didn't meet compliance requirements, delaying placements.
- ▶ The client struggled to scale its business to compete with top players in the market.

How QX Helped?

- ▶ QX designed a one-year plan with a **13-member team**, including 5 recruiters and 8 OOH professionals.
- ▶ Handled 700+ candidates and completed **737+ initial compliance checks**.
- ▶ **Training** was provided to improve compliance processes and efficiency.
- ▶ The team started billing in the first quarter and **hit all targets within six months**.
- ▶ Reduced the time needed to make candidates compliant, **speeding up placements**.

Benefits Delivered:

- ▶ Generated **£436K+** in additional revenue in one year.
- ▶ The OOH team contributed 215K hours, generating **£ 1.07M in additional profits** (23% of total margin).
- ▶ The bank maintenance team maintained a **compliance rate of 95%** and above.
- ▶ Executed **49** compliant files monthly.