

# Strategic Transitional Management in Action

## A VISTA Staffing Radiology Success Story

Faced with an **8,000-read imaging backlog**, a major regional health system turned to VISTA Staffing. VISTA snapped into action, deploying dedicated recruiting teams, leveraging strategic scheduling expertise and delivering scalable locum tenens support.

During the process, the VISTA team presented more than 90 qualified radiologists, 40 of which were then confirmed for an assignment. Within just four months, **the backlog was reduced to fewer than 500 reads**—a 94% reduction—demonstrating the power of VISTA's collaborative partnership and expert execution.



### The VISTA Sourcing Team

VISTA's sourcing team built a **deep bench of more than 90 qualified radiologists**, drawing from both an established pool of thoroughly vetted physicians and newly engaged providers actively seeking their next opportunity.



### Dedicated Recruiting Efforts

Leveraging VISTA's national scale, a **specialized recruiting team** was assigned to the client's project. The recruiters used deep knowledge of the health system's culture and expectations to efficiently vet and identify ideal candidates.



### Account Management and Optimization

VISTA provided a full-time, dedicated team for Account Management, Scheduling and Credentialing, ensuring **seamless coordination, quality management and rapid deployment**. Productivity reports offer additional insight.



### Zero Management Fees, Maximum Value

Unlike competitors who add as much as 12%–15% on top of the bill rate for their management services, VISTA charges **0% management fees**, delivering significant cost savings without sacrificing service quality.

### FULL PROJECT TIMELINE

VISTA presented more than **90 qualified radiologists** and **40** were confirmed.

Jan.	Initial on-site need, only 1 VISTA radiologist required
Feb.	2 VISTA radiologists ending by 3/31 - <b>Request for 4–5 additional radiologists</b>
Mar.	3 VISTA radiologists working = 49 shifts covered 8,000-read imaging backlog
Apr.	8 VISTA radiologists working = 105 shifts covered
May	12 VISTA radiologists working = 168 shifts covered - <b>Request for deep night coverage</b>
Jun.	13 VISTA radiologists working = 175 shifts covered - Night read window adjusted
Jul.	<b>Imaging backlog &lt;500</b> Daily vol: 1,250–1,350 reads 6 VISTA radiologists night reads

**0% MANAGEMENT FEES**



VISTA Staffing has been an exceptional partner to our healthcare system, especially in supporting our radiology locum needs.

Earlier this year, we began scaling back locum use and gave VISTA a 30-day notice—but when our operational needs shifted, they quickly adapted to help us retain all providers.”





We also faced an urgent need for deep night readers for at least 10 months, and VISTA filled our schedule within just 2–3 months, helping us meet a critical deadline. Their team is responsive, dedicated and genuinely invested in our success. We truly value our partnership with VISTA.”

## Key Differentiators

Faced with urgent operational challenges, VISTA offered a transitional management solution that not only turned the situation around and stabilized radiology services, but delivered sustainable improvements in throughput, coverage and performance, setting the stage for long-term success.



Large pool of radiologists capable of managing high volumes quickly



Coverage across multiple shifts, day, night, on-site and remote 7 days/week



Backlog not only cleared but sustained incoming volume



Delivered results well ahead of schedule on a short timeline

## VISTA Program Benefits:

- ▲ **Improved Patient Care:** Faster reads led to quicker diagnoses and treatment for patients
- ▲ **Reduced Wait Times:** Backlog elimination improved throughput and reduced delays
- ▲ **Enhanced Facility Reputation:** Demonstrated ability to respond to crisis with speed and quality
- ▲ **Positive Financial Impact:** Avoided penalties/delays in billing and increased revenue
- ▲ **No Management Fee:** Direct cost-savings without sacrificing quality

## Elevating Care Through Strategic Partnership

This case study illustrates how VISTA Staffing’s flexible, specialty-driven staffing model goes beyond short-term fixes to support long-term clinical and operational goals.

With proven expertise, dedicated teams, and a deep talent network, VISTA is the partner health systems trust to deliver results across radiology and beyond.

