

HealthcareSource partners with Lean Human Capital as the exclusive re-seller of the Recruiter AcademySM, RECRUITxSM and TALENTxSM to U.S. healthcare organizations. Lean Human Capital selected HealthcareSource, the leader in healthcare talent management solutions, to act as their sales and marketing channel so that they could focus on what they do best—developing and delivering great education and content. With this partnership, Lean Human Capital is able to leverage HealthcareSource’s expertise and reach in sales, marketing and services. Lean Human Capital remains fully independent and vendor-neutral; they do not endorse not specific vendors or software.

Q What is the relationship between Lean Human Capital and HealthcareSource?

A HealthcareSource is the exclusive reseller of Lean Human Capital software to U.S. healthcare organizations. We act as their sales and marketing channel. Lean Human Capital continues to sell to non-healthcare and non-U.S. based companies, as well as a select group of healthcare organizations they had a pre-existing relationship with.

Q Why did Lean Human Capital choose to sell through a third party?

A As a focused education, advisory and consulting company, Lean Human Capital prefers to focus on where they add the most value—working with clients on improving their recruiting function. This takes all their resources and energy. Selling and marketing is a distraction from this, and something they would rather have others do. They chose HealthcareSource as a partner with a strong reputation and with the resources and reach that will help them continue to grow and reinvest back into content.

Q I use software that is from one of HealthcareSource’s competitors. Will Lean Human Capital still support me? Will you try to push me to HealthcareSource?

A Lean Human Capital remains completely independent and vendor-neutral. They will support best practices for all vendors and solutions. HealthcareSource also respects the choice of clients for different vendor solutions in different categories.

Q Why did Lean Human Capital choose HealthcareSource?

A HealthcareSource has a 15+ year track record in healthcare HR and recruiting, has an excellent reputation for service and client satisfaction, is focused on healthcare HR, and has excellent established relationships in the market. We have a deep understanding of the problems Lean Human Capital clients are trying to solve and we are culturally consistent with Lean Human Capital.

Q What does this mean for me?

A You will likely see email marketing and sales calls from HealthcareSource specifically for Lean Human Capital solutions. At some of the conferences and tradeshows, you may see our companies share booth space. You will see HealthcareSource logos on some of Lean Human Capital’s materials. Sales orders and invoicing is through HealthcareSource. But other than that, you won’t see anything different than how Lean Human Capital works with clients today. All support and contact is through Lean Human Capital.

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For more information on Lean Human Capital services for the U.S. healthcare industry, contact HealthcareSource at solutions@healthcaresource.com or visit the website www.healthcaresource.com



About HealthcareSource

With more than 2,500 healthcare clients, HealthcareSource is the leading provider of talent management solutions for the healthcare industry. The HealthcareSource Quality Talent SuiteSM helps healthcare organizations recruit, develop, and retain the best workforce possible in order to improve the patient and resident experience. The company's cloud-based talent management solutions include applicant tracking, behavioral assessments, reference checking, employee performance, compensation, competency and learning management, and eLearning courseware. A private company focused exclusively on the healthcare industry, HealthcareSource consistently earns high marks for client satisfaction and retention. HealthcareSource has been regularly ranked as a leader by KLAS Research for Talent Management, in addition to recognition in Healthcare Informatics 100, Modern Healthcare's "Healthcare's Hottest," Inc. 500|5000, Deloitte Technology Fast 500, and Becker's "150 Great Places to Work in Healthcare" list.



About Lean Human Capital

LHC delivers a radical approach to Analysis, Process Optimization, and Continuous Improvement for your recruitment organization. By rationalizing your staffing supply chain, we help you create a proactive, efficient hiring strategy that will dramatically reduce time to fill and cost of vacancy, improves quality and customer satisfaction, and reduces cost and waste. To achieve optimum results, our renowned Recruiter Academy Education & Development Solution provides your staff with "Best-in-Class" methodologies, tools and techniques required to deliver a lean, just-in-time recruitment solution and create a culture passionate about life long learning.