



Direct Engagement

Immediate reduction in temporary staffing costs

Direct Engagement enables NHS Trusts and Health Boards to realise significant savings by changing the way the services of temporary doctors and allied health professionals are sourced.

The Direct Engagement model explained:

Under the Direct Engagement model, Medacs Healthcare facilitates the sourcing and introduction of suitable candidates to our NHS partners. The NHS then engage directly with those candidates for payment and contractual purposes.

Working in this way means the medical professionals used are classed as self-employed independent contractors, and are exempt from VAT and pension contributions.

This results in an immediate saving of up to 22% on agency staffing bills.

Designed to maximise locum and supplier engagement; our customers see over 90% of locum requirements processed via the Direct Engagement model.

Creating operational efficiencies

Direct Engagement reduces the impact on back office operations by facilitating the contractual process and administering payroll files.

Our technology ensures that relevant information is captured throughout the end-to-end process, from vacancy creation to payment, enabling healthcare organisations to discharge their IR35 responsibilities and continue to honour contracts with intermediaries.

Our Direct Engagement model has been independently reviewed to ensure it adheres to all current employment, tax and pension legislation and can be procured via a range of Frameworks.

Streamlined delivery and reporting

Detailed Management Information is provided through our unique web-based technology solution which offers access to all bookings in real-time with a full electronic audit trail. Monthly MI packs also provide analysis to highlight areas of high spend and identify further potential cost savings.

Ongoing operational support is provided for all day-to-day queries via a dedicated Client Relationship Manager.

The Medacs Healthcare Direct Engagement model is in operation in England, Scotland and Wales, generating over £1m in annual savings for each of our customers.

Why Medacs Healthcare?

Medacs Healthcare has been working in partnership with the NHS for over 27 years, and we have continually evolved to offer our customers innovative and cost-effective solutions, based upon best practice methodologies.



Our services

Medacs Healthcare offer a complete suite of Managed Services, from Vendor Management and Direct Engagement through to Staff Bank and Recruitment Process Optimisation (RPO).

The Direct Engagement model can be used on a standalone basis, or combined with other Managed Services products, depending on specific requirements.

Our expert team are on hand to discuss the various procurement routes and fee structures available.

Key benefits:

- Savings of up to 22% on temporary staffing costs
- Minimal operational impact
- Streamlined implementation with benefits realised in 8 weeks
- Increased supplier engagement
- Improved management reporting
- VAT efficiencies across 90% of workers

Managed Service Programmes

- Monthly savings for clients exceed £1.5 million
- Save up to 35% of overall staffing spend
- Able to maintain fill rates of over 90%
- Over 40 managed services across all staffing groups
- Streamlined processes reduce NHS resource on securing agency locums
- Compliance management & audit of your total locum supply
- MI suite including NHSI reporting

Recruitment Process Optimisation

- Cut your time to hire by up to 50%
- Unrivalled global network of healthcare professionals
- Reduce your healthcare staffing spend
- Proactive recruitment models to reduce reliance on locums
- Compliance to NHS Employers standards

Staff Bank Solutions

- Optimise workforce utilisation
- Guaranteed fill rates of 95%
- Significantly reduce agency spend
- Improve continuity of care
- Adhere to NHSI employers directives
- Develop improved staffing policies and processes

Workforce Consulting

- Align activity to demand
- Improve operational productivity
- Reduce your medical staffing spend
- Maintain patient safety