

Definition: Vendor Neutrality...

...is a business and design approach that seeks to ensure broad compatibility and interchangeability of vendors and technologies. The model encompasses standardization, non-proprietary design principles and unbiased business practices.

Why it is important:

Avoid Vendor Lock-In

Free to work with any vendor. It's your organization's intellectual property, now and forever.

Flexibility To Add New Vendors As Needed

Only by using a technology platform that is open and vendor-friendly can you protect your organization and provide maximum flexibility to filling all job specialties.

Achieve True Scalability

With a vendor-neutral solution, you can add service lines and providers as needed.

Gain Control Over Your Own Costs

It is not in the interest of agency service providers to reduce rates. With a program that separates service from technology you have full transparency into negotiating competitive rates.

Reporting and Supplier Performance Management

Real time dashboards and reports are created and delivered to key stakeholders for instant view into contingent labor spending.

What Makes HWL Vendor Neutral:

Even Playing Field for Every Vendor Participating

All vendors get the orders at the same time and pay the same admin fees.

Competitive Sourcing and Rate Negotiation

Market rate analysis are conducted to ensure rates are competitive and suppliers are committed to providing healthcare workers at the negotiated rate structures.

Transparent VMS

One portal and VMS system detailing bill rates, order status and payment status.

Commitment to Agency Candidate Protection

VMS EUA protects vendors by MSP committing to not sharing candidate data with any other agency. Only MSP employees, Clients and vendors will have access to VMS system.