

Case Study

Corporate Lodging Consultants

We help thousands of companies cut business lodging costs by offering deeply discounted hotel rates supported by sophisticated transaction processing and reporting technology.



AMN Healthcare

- Publicly traded company (NYSE: AHS) based in San Diego, Calif.
- Recruits and places traveling nurses, physicians and other healthcare professionals in short- and long-term assignments and provides outplacement and managed services.
- Focuses on acute-care hospitals, physician practice groups, surgery centers, home healthcare, government facilities and other medical settings throughout the U.S.



Challenge:

As the nation's largest healthcare staffing company, AMN Healthcare keeps its medical professionals on the move, with assignments ranging from a few nights to a few months or more. Some placements are in rural markets, where lodging options are limited. Others are in popular southwestern and coastal cities, where demand for healthcare workers mirrors the demand for housing. Lodging costs and scarcity are major issues as AMN Healthcare continually seeks ways to reduce spending and improve bottom-line performance.

Solution:

In 2008, AMN Healthcare turned to Corporate Lodging Consultants to reduce travel expenditures, better manage traveler placement, and improve data tracking and reporting. Thanks to CLC's relationships with thousands of hotels nationwide, AMN now can count on great savings on quality lodging whenever they need it. Travelers further benefit from CLC's Traveler Support Center, where assistance is a phone call away 24 hours a day. CLC's customized cost-coding and detailed analysis enable AMN Healthcare to track hotel spend by division and department, with CLC reports providing an in-depth view of lodging costs.

Results:

Today, AMN Healthcare is better able to obtain lower cost hotel accommodations for its medical professionals due to CLC services. "CLC helped us streamline our hotel procurement efforts by eliminating the need to research and call numerous hotels to negotiate a rate when a hotel is required to get our staff on site as quickly as possible for our clients," said Brenda Gebler, AMN Vice President, Housing & Benefit Operations. "Now our staff can respond more quickly to our traveling healthcare professionals, which is especially important when someone on the road urgently needs a hotel room. CLC offers access to hotels in nearly every market where we have travelers. Their customer service is superb." AMN Healthcare also appreciates CLC's consolidated billing, spending reports and tracking options. The company fine-tuned its tracking to better understand hotel spending by division, and now can measure its savings by room-night. "Realizing these efficiencies allows our staff to focus on other responsibilities related to the care and well-being of our traveling healthcare professionals," Gebler said.

"Our relationship with Corporate Lodging Consultants is terrific. Not only have they created savings opportunities that have a real impact on our bottom line, but their service also has been top-notch."

— Brenda Gebler,
VP, Housing & Benefit Operations,
AMN Healthcare

Spend Less. Improve Control.

Find out how a partnership with CLC will benefit YOUR business. Call **1-800-835-4045** or visit www.corplodging.com

