

Q1-2023 Healthcare Staffing Update

Market Update

Allied and locum tenens continue to experience strong growth while travel nurse revenue reported a significant decline this quarter, primarily resulting from decreased new orders and compressed bill rates. Excluding the start of the pandemic, per SIA, new orders are at an all time low since this metric has been tracked beginning in 2011. Despite reduced travel nurse revenue, SIA noted that staffing firms reported increased usage or implementation of an app or platform with 23% of agencies reporting a platform currently in place while 33% plan to implement an app in the near future. Reasons that groups have expressed no interest in a platform include limited capital investment and candidate interest, and the importance of communication between candidate and recruiter.

Notable Transaction









March 2023

In Q1 2023, Waud Capital announced a new platform, Fusion Health. Leveraging technology, Fusion will offer staffing services to healthcare facilities, providers, and health plans. Through this new platform, the Company acquired Fusion Healthcare Staffing, a provider of locum tenens staffing services.

Waud partnered with Bales Nelson and Allen Dye to establish a staffing platform with technological capabilities. Both individuals have significant experience in the space having spent time and founding several groups including CenseoHealth, THMed, Merrit Hawkins, and AMN.

Select Transactions:

Month	Acquirer	Target	Deal Description
January 2023	Capital Raise		Shiftkey, a healthcare scheduling platform, raised \$300M led by Lorient Capital, with Clearlake and Health Velocity also participating. The platform targets nurses, CNAs, and other professionals who bid on per diem shifts.
February 2023	Capital Raise		ShiftMed, a workforce management platform, recently raised \$200M from Panoramic Ventures, Blue Heron Capital, and Audacious Capital. ShiftMed, a marketplace with more than 350,000 W2 providers, grants health systems access to credentialed providers to fulfill staffing facility needs.
March 2023			Twenty20 Capital acquired the healthcare staffing business of Impellam Group. The healthcare staffing business includes Medacs Global Group, which has a presence in the UK, Ireland, and Asia.
March 2023			Next Move Healthcare, an RN and allied healthcare staffing agency, acquired Prime Surgical Associates, a surgical services staffing provider. This is Next Move's first acquisition.

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Scott and Rich plan to attend multiple conferences throughout the year, having attended SIA's Executive Forum this past March. Both plan to attend the Healthcare Staffing Summit in Las Vegas this November.