





# Scaling Success: LaSalle Secures Top Coding Talent for RCM Partner

 Medical Coding Company

 Healthcare, Mid-Cycle

 Permanent Placements; Coders

*A leading medical coding company offers nationwide RCM and health information management solutions. Their cutting-edge technology boosts organizational workflows, financial performance, compliance and patient experience.*

## CHALLENGES

- The client faced a seasonal increase in coding workload beyond their initial projections.
- They specifically needed qualified HCC coders. Due to our success in fulfilling the HCC coder need, the partnership then expanded to all coding roles (risk adjustment, inpatient, outpatient) across the organization.

## SOLUTIONS

- LaSalle provided a flexible permanent placement staffing solution to accommodate the organizations' evolving project needs.
- We successfully filled 33 permanent coding positions with the required skill sets within an average timeframe of 10 people every 2 weeks.
- We established a dedicated team to manage project data and analytics, allowing the company to deliver cost-effective and efficient services to their clients.

**33**

Placements

**2wks**

Avg. time to fill

*\*10 people every 2 weeks*

**70%**

Retention rate

LaSalle became a trusted partner for this leading provider of revenue cycle management services. Faced with a growing coding workload and a shortage of qualified HCC coders, LaSalle delivered a scalable permanent placement solution.