



# SoCal Works Frequently Asked Questions



## A contingent staffing program for HASC Members

HASC is launching SoCal Works, an exclusive, members-only contingent staffing program that will benefit members by giving them the ability to decrease reliance on high-cost traditional staffing agencies, thereby cutting expenses and providing the opportunity for greater cost management.

## Frequently Asked Questions

### 1. What is SoCal Works?

SoCal Works is an exclusive contingent staffing program developed by HWL specifically for Hospital Association of Southern California (HASC) members. It provides hospitals with an innovative solution to optimize their contingent workforce strategies by:

- **Decreasing reliance** on high-cost traditional staffing agencies.
- **Reducing expenses** through transparent pricing and lower markups.
- **Improving financial outcomes** by better managing staffing agency costs.
- **Ability to build a vetted pool of pre-qualified, high-performing candidates** trained to meet the unique standards of Southern California's healthcare organizations, ensuring consistent and reliable care delivery.

### 2. What are the key benefits of SoCal Works?

**Comprehensive Workforce Solutions:** HWL provides full-spectrum contingent workforce management, including Managed Service Provider (MSP) and Vendor Management System (VMS) solutions.

**Cost Containment and Transparency:** Hospitals can reduce labor costs and gain full visibility into workforce spending through HWL's data-driven approach and cost-containment strategies.

**Streamlined Implementation and Support:** HWL's industry experts ensure a smooth transition with minimal disruption, providing ongoing support to maximize program success.

**Clinical Screening and Interviewing:** High-quality staff that match clinical requirements — reducing no-starts and falloffs and improving reliability and overall quality of staff.



### 3. Who manages the SoCal Works program?

SoCal Works is professionally managed in partnership with Healthcare Workforce Logistics (HWL), a specialized third-party technology and management services provider. HWL offers extensive expertise in contingent workforce management solutions, ensuring hospitals benefit from cost-effective and efficient staffing practices.

### 4. What types of organizations can participate in SoCal Works?

SoCal Works is available exclusively to HASC member hospitals, enabling them to benefit from collective purchasing power, cost savings, and streamlined workforce management.

### 5. How does SoCal Works reduce staffing costs?

By leveraging transparent pricing and lower markups, SoCal Works helps hospitals control and reduce their contingent labor expenses. The program also eliminates the hidden costs associated with traditional staffing agencies, allowing hospitals to better manage their workforce spend.

### 6. Are there any real-world success stories?

Yes, HWL has successfully transformed workforce management for leading healthcare organizations, including:

- **Iroquois Healthcare Association (IHA):** Developed a contingent staffing model that delivered quality, flexibility, and cost savings for its members. **Learn more at [UpstateWorks.com](https://www.upstateworks.com).**
- **Colorado Staffing Cooperative (CSC):** A premier program of the Colorado Hospital Association (CHA) that connects healthcare professionals with competitive opportunities across the state. **Learn more at [ColoradoStaffingCooperative.com](https://www.coloradostaffingcooperative.com).**

### 7. How can my hospital get started with SoCal Works?

To learn more about SoCal Works or to begin the enrollment process, contact HWL or visit the HASC website for program details and eligibility requirements.

## Want to Learn More?

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