

Why Direct Engagement isn't just for Medics

Expanding DE to AHPs and non-medical non-clinical workers

Whether you are new to Direct Engagement (DE) or you are already an experienced user of the model, you might think Direct Engagement is for Medics only. Remember that all non-nursing staffing groups are eligible, such as AHPs and non-medical non-clinical (NMNC). Keep reading to discover the benefits of expanding the model across your organisation.

Key Benefits

- **Save up to 20%** on all non-nursing agency costs - working towards **100%** compliance will help you to unlock maximum savings and reduce agency fees.
- Including all applicable staffing groups allows you to **streamline processes** across your organisation, reducing admin and supporting you to fill gaps ahead of time.
- With all applicable staffing groups utilising a DE model, you can **enhance reporting with more transparent data**, allowing you to increase fills rates in the most financially viable way.

Key Numbers

Five NHS Trusts who have gone live with DE for their AHP and NMNCs in the last 12 months are:

- Saving on average **£228,166** per year, across their AHPs and NMNC workforce
- Making an average NET saving of **15.5%** across their AHP and NMNC agency workforce
- Achieving a **93%** Direct Engagement compliance rate for AHPs and NMNCs
- Paying on average **2.2%** in supplier fees, compared to 3.5%-7% for non-transactional models.

Key Savings

An NHS Trust user of the RLDatix DE solution since 2018, has recently expanded DE to their NMNC workforce. In the **first 9 months they made a saving of £135,000**. That's a **saving of £280 per NMNC worker, per week**.

Below are the average savings NHS Trusts are making across the UK by utilising a DE model for all applicable staffing groups.

Average Saving (£)	Per Shift	Per Week	Per Month	Per Three Month Block
MEDICS	£105	£525	£2100	£6300
AHPs	£43	£215	£860	£2580
NMNC	£54	£270	£1080	£3240

Next Steps

Want to find out more about introducing Direct Engagement at your organisation or how you can expand to your AHPs and NMNC workforce?

[Click here to get in touch](#) and we can talk you through potential savings for your organisation and agency best practice.