
CLIENT SUCCESS STORY · HEALTHCARE STAFFING

Healthcare Excellence Through Strategic Growth

A decade-long partnership with Chen Medical: from 16 medical centers in 4 states to 115 centers in 15, with more than 400 clinical, professional, and IT staff placed along the way.

VIP care for seniors, built to reach underserved communities

Chen Medical is a leading healthcare organization dedicated to providing VIP care for seniors on Medicare.

Their mission is "to be a leader offering affordable, human-centered care to medically under-served and forgotten communities that delivers better health."

The company focuses on making quality healthcare accessible while maintaining profitability and developing innovative technology solutions.

LEADERSHIP LEGACY

Under the leadership of Ed Daugherty and the same experienced team that now leads JaxsonRiley, these results demonstrate our proven track record of delivering exceptional staffing solutions. The same expertise and commitment that enabled this remarkable growth now drives our mission to help organizations that do good do better.

Scaling across states without lowering the bar

Chen Medical faced significant growth challenges that required strategic staffing support. They needed to engage a trusted staffing partner who could supplement their internal Talent Acquisition Team and help them scale rapidly across multiple states.

The company required a partner who could keep pace with their aggressive expansion plans while maintaining the high standards of care their patients expected.

THE PRIMARY CHALLENGES INCLUDED

Nationwide hiring, short timeframes

Hiring qualified clinicians and non-clinicians in short timeframes throughout the country.

Proprietary technology

Developing proprietary technology including a home-grown EMR system.

"SWAT TEAMS" for new openings

Deploying rapid-response teams for new medical center openings.

Pace of expansion

Keeping up with aggressive multi-state growth without compromising care standards.

A full clinical and technical bench, on demand

Our team developed a comprehensive staffing solution tailored to Chen Medical's unique needs. We provided a full range of healthcare professionals including Registered Nurses, Licensed Practical Nurses (LPNs), Certified Nursing Assistants (CNAs), Medical Assistants (MAs) and Patient Safety Monitors.

Throughout our partnership, we've staffed over 100 IT professionals and over 300 clinical and professional staff members to support their growth.

100+

IT professionals staffed

300+

Clinical and professional staff members

ROLES PROVIDED

Registered Nurses · Licensed Practical Nurses (LPNs) · Certified Nursing Assistants (CNAs) · Medical Assistants (MAs) · Patient Safety Monitors · IT professionals

Pricing, compliance, and shared risk

Our approach featured a transparent pricing structure with built-in rate reductions after 90 or 180 days of service depending on type of position, demonstrating our commitment to long-term value.

We also established a risk-sharing partnership that included legal protection and support, emphasizing our strict compliance processes that protect our clinicians and Chen Medical. Our flexible temporary contractor agreements ensured compliance while providing the agility Chen Medical needed for rapid expansion.

Chen Medical's confidence in our partnership was built on our reliable pricing, comprehensive compliance protection, and consistent delivery — providing them with peace of mind and proven results.

Transparent pricing

Built-in rate reductions after 90 or 180 days of service, depending on position type.

Shared risk

Legal protection and support, with strict compliance processes on both sides.

Flexible agreements

Temporary contractor terms that stayed compliant while moving at expansion speed.

A decade of compounding expansion

The partnership between our team and Chen Medical has been transformational, enabling unprecedented growth over more than a decade of collaboration.

MEASURE	2013 STARTING POINT	2023 ACHIEVEMENT
Medical Centers	16	115
States	4	15
Cities	11	65
Employees	500	5,400

719%

growth in medical centers

1,080%

growth in employees

This represents a remarkable 719% growth in medical centers and 1,080% growth in employees, demonstrating how the right staffing partnership can fuel extraordinary business expansion while maintaining quality care standards. **We are delighted that we were able to play a small part in Chen's success.**

Inspired by this success story?

Whether you're scaling a team, filling a hard role, or standing up a program from scratch, we're glad to talk it through. Get in touch to start your journey toward outstanding results.



Ed Daugherty

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