



Healthcare Staffing Solutions

**Mercanus is a service-based business delivering
Healthcare Staffing Solutions.**

NAICS Codes

561320 - Temporary Help Services

**621399 - Offices of All Other Miscellaneous Health
Practitioners**

623110 - Nursing Care Facilities (Skilled Nursing Facilities)

Product Service Codes

Q201 General Health Care Services

Q401 Nursing Services

Mercanus and TaleMed

Mercanus, LLC and TaleMed, LLC have teamed up to leverage our respective strengths and provide the Veterans Health Administration the best nurses in market.

This very important relationship going back two decades between the owners brings tremendous value to our customers:

- Decades of successful experience in the contingent staffing industry
- Quality focused with an eye on speed to customer
- Customer service driven

Key Facts on Mercanus

- Owned and operated by a third-generation combat veteran stretching from WWI to Desert Storm
- CVE certified Service-Disabled Veteran Owned Small Business (SDVOSB) – 12/2018
- Registered to do business in Indiana and Ohio
- Over 30 years' experience in Non-IT and IT Program and Project Management including IT and Healthcare Contingent Staffing and Staffing MSP services
- Over 10 years' experience as a physician group Practice Executive
- Over 12 years serving as a board member for HVAF of Indiana, a homeless veteran organization
- MBA, Cum Laude, University of Notre Dame
- Certified Lean Six Sigma Black Belt Professional
- Certified Fellow in the American College of Medical Practice Executives (FACMPE)



Mercanus Contingent Staffing MSP Services Past Performance

- Established and managed an in-house contingent labor MSP business unit from inception in a multi-billion-dollar Fortune 50 healthcare company.
 - Followed SSPPT (Strategy, Structure, Process, People, Technology) in launching business unit
 - Design and implement processes
 - Establish continuous process improvement
 - Prudent preferred vendor selection and management
 - Established in-house staffing industry body of knowledge used to train staff as industry experts
 - Saved over \$90MM in negotiated and operational expense savings during an eight-year period
- MSP Consulting engagements with two multi-million-dollar nurse travel companies increasing revenue by 15%
- MSP consulting engagement for a multi-billion-dollar healthcare staffing company

How we deliver

Mercanus and TaleMed will be teaming to deliver the technical capabilities. Our respective duties are in the following chart.

Mercanus' Responsibilities	TaleMed's Responsibilities
Business Development	Supply RNs
Program Management	Credentialing
Contract Management	Travel and Housing
	Weekly timecards and billing
	Medical Malpractice

Key Facts on TaleMed

- Woman Owned Business Enterprise founded in 2006
- Earned Top Ten Nurse Travel Company for the last seven years running
- Specifically, TaleMed has placed over 2,000 RNs (including NPs) and 1,000 Allied Health Providers over the past twelve (12) months across the United States including US territories.
- 93% of our RNs and Allied Health professionals were extended beyond their original contract period.
- TaleMed has over 5,000 active NP, RN, and Allied Health profiles in our recruiting pool that we track nationwide.
- TaleMed has a total of 60 full time recruiters who are dedicated to searching for NPs, RNs, and Allied Health professionals.
- In 2019, TaleMed had over 1,029,812 billable hours for NPs, RN's, and Allied Health professionals.

TaleMed Awards

Highway Hypodermics

- 2014 & 2015 #1 in the Top Ten Travel Companies
- 2016 #2 in the Top Ten Travel Companies
- 2017 #5 in the Top Ten Travel Companies
- 2018 #4 in the Top Ten Travel Companies
- 2019 #6 in the Top Ten Travel Companies

Cincinnati Business Courier

- 2019 Best Places to Work For

Cincinnati Enquirer

- 2016, 2017 and 2018 Top Workplaces

Travel Nursing Central

- 2013, 2015, 2016 Top Travel Nursing Companies
- 2017, 2018 & 2019 Gold Level Top Companies

CASA for Clermont Kids

- Lykins Positive Energy Award

Staffing Industry Review

- 2016, 2017 & 2019 Best Staffing Firms to Work For

Ernst & Young

- 2016 EY Entrepreneur of the Year Ohio Valley Finalist

Clermont County Chamber of Commerce

- Elizabeth Tracy—2016 Women Owned Business of the Year

Monster.com

- 2016 Best Staffing Firms to Work For

Mercanus – TaleMed Team Advantages

- Decades of successful experience in the Healthcare industry
- Decades of successful experience in the contingent staffing industry
- Quality focused with an eye on speed to customer
- Customer Service Driven

Customer Testimonials

The ability of Mercanus, Arne Pedersen in particular, to take our business complexities and boil them down into key priorities to make our business more efficient is real. Thanks to him, our growth in 2018 exceeded industry standards and brought well documented processes for continued growth.

Ken Tracy

President of TaleMed

I have been a client of Mercanus for over 3 years. I've worked with the Principal of the company since 2013. Their skill set and guidance has and continues to affect my revenue stream in an extremely positive way. Superlative advice and service are guaranteed if you use them.

Aristeidie M Diveris MD DABPM

President of Forerunner Anesthesia Limited and Polykarpos Anesthesia LLC



TaleMed