

# Power in partnership: Harmony Healthcare & Addison Group fuel rapid growth for Florida health system

Addison Group



A private healthcare system in central Florida was experiencing immense growth during an acquisition and needed contractors to support its revenue cycle department.

## The Challenge

For years, the client relied on Harmony Healthcare as a trusted partner for HIM and mid-revenue cycle staffing, even outsourcing hospital coding at multiple locations. This time, however, their need was different: they required billing contractors—a role Harmony doesn't typically fill.

## Solution

Harmony introduced Addison Group to the client, and the teams got to work. The Addison Group team had regular strategy meetings with the client to discuss potential candidates and ensure their talent needs were met. The client needed billing contractors in their revenue cycle department. Addison placed 10 experienced billing contractors in five business days. The contractors were exactly what they needed - experienced, professional, and ready to get to work with several converted to full-time positions.

The results spoke for themselves. Word of mouth quickly spread through the organization, making its way to the client's leadership team. Impressed with the quality, efficiency, and success of Addison's initial engagement, the client kept Addison on to support an additional five departments.

## The Addison Group difference

That means we focus on quality, not quotas. Because engaged, challenged consultants consistently deliver exceptional results. We prioritize trusted relationships with proven talent. And we never underestimate the importance of cultural fit. We know consultants aligned with a company's mission exceed expectations and excel in their roles. That's why, when timing is critical and stakes are high, our clients turn to us.