

The client: Health Central, a stand alone 171-bed acute care hospital in a suburb of Orlando, Florida. The need: a new Chief Information Officer who can help the client thrive given the challenges of today's healthcare IT environment. The challenge to Marshall Koll and Associates: find a CIO who met Health Central's unique needs given the client had been looking an extended period of time.

Michael Mueller, Chief Financial Officer, explained what happened when he set out on his search for a new CIO:

"We received well over 100 resumes for the position, but we were spending an unbelievable amount of time on checking references, interviewing and following up. After six months with no credible candidates, we decided to call Neill and ask for his help with the search."

Mueller went on to explain the process after MKA was involved:

"Neill basically fast forwarded the search for us. He did all of the vetting of the applicants up front. We didn't feel rushed with Neill, but at the same time, he was available to talk with us day or night."

MKA produced the right candidates:

"Ultimately, we were presented with three phenomenal candidates to interview. The most surprising result in the search was that Neill found a person in our area who had not responded to our initial request for applicants. We hired him!"

Use Marshall Koll again? Definitely, says Mueller:

"Working with Neill was extremely easy. He had helped us before in placing executive level positions so we knew him, and he was responsive to our needs."

In summing up Health Central's experience with MKA, Mueller says:

"In this economy, it is difficult and costly for us to relocate candidates. Neill came up with the perfect person in our area...we just needed help finding him."

"Ultimately, we were presented with three phenomenal candidates to interview. The most surprising result in the search was that Neill found a person in our area who had not responded to our initial request for applicants. We hired him!"

