

Remedium Partners case study: Making every doctor welcome

Benivo helps Remedium to deliver a

57%

improvement on doctors experience.

100s of doctors
70+ locations

“

The platform gave me very valuable information.

”

Dr. Ahmend, *Remedium doctor*

“

The platform is very clear and always guides me towards the upcoming step.

”

Dr. Shaimaa, *Remedium doctor*

“

Red Carpet had all I need, step by step, so no more worries or stress.

”

Dr. Sanjay, *Remedium doctor*



Remedium Partners and Benivo launched Red Carpet to enhance the experience for relocating doctors.

Established in 2013, Remedium Partners is an award-winning medical recruitment consultancy. It supports the NHS in finding, attracting, and placing permanent doctors from all over the world, in order to help manage the skills shortage and reduce unnecessary spend on expensive agency locums. Operating in a very competitive talent market, it became essential to provide a new, cost-effective relocation solution at scale, in order to support hundreds of doctors per year.

With existing relocation solutions proving too expensive, in 2017 Remedium Partners joined forces with Benivo to develop a “white label” technology offering. This “Red Carpet” platform was designed to make doctors feel welcome and support their relocation comprehensively, by providing information on key issues such as accommodation, schooling, finance, and UK culture. After implementation, Red Carpet managed to significantly improve the doctor experience, elevate Remedium Partners’ brand position in the market and differentiate the business from the competition.

The collaboration between Remedium Partners and Benivo won them first place for Best Partnership in the 2018 Forum for Expatriate Management EMEA awards. The judges commented on Remedium Partners’ and Benivo’s nomination: “A huge drive to reduce NHS costs by relocating overseas doctors rather than expensive locums. What a great vendor partnership! I am impressed.”

Delivering a welcome experience via a digital platform

Challenge

Remedium Partners wanted a strong differentiation in the market as a result of providing a comprehensive relocation and welcome experience for newly recruited doctors.

Solution

Benivo addresses relevant questions and concerns using researched content, as well as peer-to-peer knowledge from Remedium Partners doctors who have already relocated.

“

Providing a platform that covers the relocation experience from start to finish has made a massive impact on the doctors' experience.

”

Philip Braham, Director & Co-Founder, Remedium Partners

Scaling a fast-growing business

Challenge

Following rapid growth, making Remedium Partners the UK market leader, they faced the challenge of tripling their business without tripling their staff.

Solution

Benivo's technology is built for scale ensuring clients' teams can make the most out of their day and have high-level items on their agenda.

“

With Benivo we could reduce a lot of the repetitive tasks done by our team to allow them to do more quality work across more doctors.

”

David Green, Director & Co-Founder, Remedium Partners

Delivering a quality experience across multiple locations

Challenge

Remedium Partners places doctors in multiple sites across the UK and faces a challenge of creating excitement about the city and surrounding area regardless of the location.

Solution

Benivo creates colourful and exciting platforms, highlighting the benefits of living in particular areas, and the UK in general.

“

Our doctor really value their Red Carpet experience and love learning about their new locations before arrival.

”

Sianie Morris, Head of Care and Transition, Remedium Partners

Making Every Relocating Doctor Welcome

Want to learn more? Get in touch at sales@benivo.com