

White Paper

June 3, 2018



Via Care

Facility Type: FQHC

Client Partnership Date: April 25, 2018

Months of Service: One

History

Joe Valdez, Director of Business Development, initiated contact in September of 2014 with Via Care. Joe continued to touch base with Deborah Villar, CEO, and Nina Falcetti, Director of Human Resources. In April of 2018, Via Care signed up for a 24 month contract with The Inline Group (TIG). Ron Wilson held the introductory call the first week in May.

Success

On May 18, 2018, Louis Berry, TIG Dentistry Specialist, identified a dentist who fit the parameters of their opportunity. She had a phone interview that went so well, she went to the clinic for her on site interview on May 24th.

While visiting on site, she saw another woman and they immediately recognized each other. The other woman just happened to be Deborah Villar! Initially, both women were uncertain about the origin of their familiarity. They then realized that while they have never been formally introduced, they actually are neighbors. They realized they saw each other walking and driving in their neighborhood.

It turns out the dentist was unaware the clinic had a need, and the CEO had no idea she had a dentist right in her neighborhood. They connected on our platform, the dentist signed her contract on May 30th, just 12 days after we identified and connected her to Via Care.

In addition to the dentist, TIG has connected Via Care to seven pediatricians and family medicine physicians.

Subsequent to hiring the dentist, Deborah placed a call back to Joe to report that Ron was doing a great job and she can't believe it took her three years to finally decide to work with us.