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## **Search Support Group Designated Preferred Vendor of Tenet Healthcare; Retains Primavera PR To Market Unique By-the-Hour Business Model**

Yorktown Heights, NY, January 4, 2010 – Search Support Group, a national executive search firm headquartered here, has been designated a preferred vendor by Tenet Healthcare Corporation. According to Marc Roberts, president of the search firm, the affiliation with Tenet, one of the country’s largest healthcare systems, represents the company’s continuing advancement in providing services for the healthcare industry.

“While we have represented manufacturing and hospitality entities for some time, we have focused on healthcare for the past two years,” Roberts says. “Our mission is to be one of the primary sources for skilled staffing in different kinds of healthcare facilities,” he continues, adding that an important element of this mission is based on a unique business model offered by his company. “We conduct executive searches billed on an hourly basis,” he explains.

“I believe that this unique business model – billing by the hour rather than by retainer or a percentage of annual salary -- is what Tenet found compelling in asking us to apply for preferred vendor status,” Roberts says. Tenet operates 49 acute care hospitals in 12 states, 57 outpatient centers in 11 states and has \$8.6 billion in net operating revenues.

At the same time, Roberts announces his company’s retention of Primavera Public Relations, a national marketing firm, also headquartered in Yorktown Heights, NY, to promote Search Support Group’s new recruitment model to healthcare and other industries. Bill Primavera, founder, says, “I like representing companies with a new idea, especially when it’s so synced with customers’ needs. Marc has offered a new and vital option for executive search to companies today and has given us a real story to tell.”

“Yes, we know that we’re a pioneer with this approach to talent acquisition” Roberts responds, “and we also know that companies hiring in this economic environment will be attracted to the prospect of lowering costs per hire by as much as 60 percent. Employers will find it attractive to avoid large fees and retainers and just to be billed for the hours invested in the assignment. I believe it’s the search model of the future,” he concludes, “but we’re offering it today.”

Roberts reports that the new model naturally raises questions among companies who have been accustomed to searches by traditional methods. “They want to know how many hours a certain hire will take, and that is difficult to determine at the beginning of a project,” Roberts explains. “We set a 10-hour minimum and work from there. Normally a ‘hire’ takes from 40 to 70 hours, but sometimes a lot less. Whether the research required is moderate or more difficult, clients have found that the savings over traditional searches are significant.”

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Some of the nation's leading corporations, institutions and executive search firms use Search Support Group to accomplish their search goals. Healthcare facilities represented to date by the company are Vassar Brothers Hospital and Hudson Valley Hospital in New York, Stamford Hospital in Connecticut and Texas Hospital for Advanced Medicine, among a number of others.

Roberts lists his firm's objectives as increasing the quality of candidates, speeding up the time to hire, and reducing recruitment costs at the same time. Search Support Groups' comprehensive services, besides hourly fee executive search, include unbundled research, competitive intelligence, interim executive management, employee assessments, culture assessments, pre-employment screening and reference checking.

For more information about Search Support Group, visit the website:

[www.searchsupportgroup.com](http://www.searchsupportgroup.com).

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