

CASE STUDY • HEALTHCARE STAFFING

How Eagle Telemedicine Evaluates Physician Candidates in Minutes Instead of Hours

Using Axuall Explore to move qualified physicians through the funnel without losing diligence.

axuall



AT A GLANCE

CLIENT

Eagle Telemedicine

INDUSTRY

Inpatient & Outpatient
Telemedicine

USE CASE

Physician sourcing, verification &
packaging for medical director review

SOLUTION

Axuall Explore

RECRUITER WORKLOAD

50+ phone screens and ~2,000 outreach emails per month, per recruiter

KEY OUTCOMES

15-20 min

Saved per candidate on
manual research and
packaging

1-2 hrs

Saved per recruiter, per week

20%

Conversion from first
conversation to Master
Service Agreement (MSA)

The Client

Eagle Telemedicine is the leader in technology-enabled inpatient and outpatient care for sustainable healthcare resilience. With a virtual team of 450+ physicians across 20 specialties, Eagle delivers care services that improve patient outcomes, mitigate coverage gaps, expand specialty access, and help hospitals enhance care quality and reputation in the communities they serve.

THE CHALLENGE

Speed is structural at Eagle Telemedicine

Each recruiter operates against a workload that leaves little room for low-leverage administrative work:

50+

phone screens per month, per recruiter, to secure roughly **10 hires**

~2000

outreach emails managed at the individual recruiter level

6-9

month credentialing & onboarding pipeline fed downstream

Before advancing a candidate to a medical director for interview, recruiters verify the clinical background, validate credentials against the CV, confirm licensing and training, and assemble a clean evaluation packet. Without a centralized source of verified data, that work meant navigating multiple databases, websites, and self-reported documents to stitch together a defensible picture of each physician.

Recruiters spent roughly **45–60 minutes per candidate** manually reviewing and packaging information. With dozens of viable candidates flowing through every week, the math compounded quickly, and every minute spent hunting for details was a minute not spent on engagement, pipeline development, or moving an approved physician into contracting.

“Once I find a viable candidate, I use Axuall to further qualify them...it's a checks-and-balances against what the physician tells me, the contents in their CV, and what's actually in their Axuall profile.

— **Peter Wills** Physician Recruiter, Eagle Telemedicine

THE SOLUTION

Axual Explore as a verification layer

Eagle's recruiters utilize Axual Explore as a high-velocity verification layer within their existing workflow. Rather than replacing the final Primary Source Verification (PSV), Explore acts as an "upstream confidence check," allowing recruiters to instantly validate candidates before involving medical directors.

Instead of researching every physician profile from scratch, recruiters can:

01

Build targeted physician pipelines by specialty, geography, and clinical history

02

Quickly review verified clinician histories and credentials in one place

03

Compare what a candidate self-reports against what the verified record actually shows

04

Validate candidates with confidence before presenting them to medical leadership

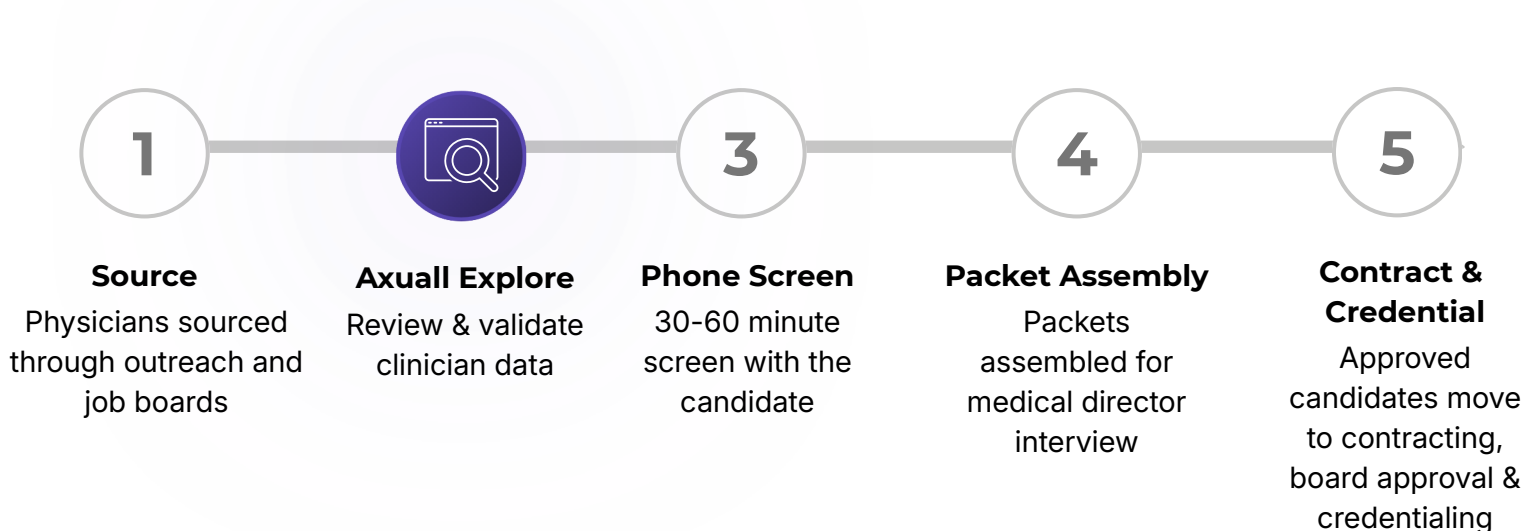


Explore sits upstream of PSV, a fast confidence check that raises the quality of every candidate who reaches a medical director, without adding a verification step that slows the pipeline.

THE WORKFLOW

How Explore fits into Eagle's recruiting workflow

Eagle's process follows a streamlined, repeatable flow, with Axuall Explore inserted at the highest-leverage moment, between phone screen and packet assembly.



By validating physician data early, recruiters move qualified candidates forward with greater speed, and far higher confidence in the data underneath every recommendation.

OPERATIONAL REALITY

Closing information gaps without slowing the pipeline

Discrepancies in self-reported data particularly around timelines, licensing status, and work-history gaps, are inevitable in high-volume recruiting. The question is not whether they happen, but how quickly recruiters can identify and resolve them.

Axuall Explore gives Eagle's team a real-world verified data source they can trust. When something on a CV doesn't match the verified record, recruiters can:



Flag the inconsistency immediately

Before a packet ever reaches a medical director



Address it directly with the candidate

In a productive, fact-based conversation



Make an informed decision

On whether to keep moving the candidate forward

That added layer of validation increases confidence in early-stage decisions **without adding friction** to the candidate experience or slowing the pipeline.

Maintaining speed while raising rigor

With Axuall Explore in the workflow, Eagle has maintained the speed its recruiting model requires while raising the rigor of every candidate decision.

1-2 hrs/wk

Time reclaimed per recruiter

Manual research and packaging dropped ~15–20 min per candidate. At 50+ screens per recruiter monthly, that compounds to roughly 1–2 hours per recruiter, per week, redirected into engagement, pipeline development, and faster contracting.

~20%

Throughput without compromise

Recruiters still convert ~20% of first conversations into signed MSAs, while feeding a 6–9 month credentialing pipeline that can't afford weak candidates. Faster validation up front means better-qualified candidates reach a medical director.

Speed Wins

A competitive edge in the market

In telemedicine staffing, top physicians have options. Rapid access to verified data lets Eagle engage strong physicians, advance qualified candidates faster, and keep momentum through a process that would otherwise stall in manual verification.

Our recruiting model moves quickly. We identify physicians, package the information, and move them into the process. Tools like Axuall help us validate candidates faster so we can keep that pipeline moving.

— **Katie Cherry** CPRP, Physician Recruiter, Eagle Telemedicine

Why this matters for healthcare staffing

Eagle's story illustrates a broader shift: the recruiters who win in a competitive market aren't the ones with the largest teams, they're the ones whose teams aren't buried in manual verification work.

Axuall Explore turns clinician data from a research problem into an answer recruiters already have. Validating clinician data such as work history, licensure, and clinical background training sit alongside the candidate's self-reported information, so recruiters can spend their day on judgment and relationships rather than hunting down sources.

To sustain momentum post-hire, Eagle's Licensing & Credentialing department also leverages the Axuall Confirm digital wallet, a seamless handoff to downstream credentialing and onboarding that maintains continuity from the first sourcing call through to active clinician engagement.

For high-volume recruiting models like Eagle's, this shift is the difference between a pipeline that moves and a pipeline that stalls.

ABOUT AXUALL EXPLORE

Axuall Explore is an AI-powered clinician intelligence platform that helps healthcare staffing firms, health systems, and telemedicine providers identify, verify, and reach out to physicians and advanced practice providers at scale. Built on Axuall's national real-time practitioner data network, Explore lets recruiters surface candidates by specialty, geography, and verified clinical history, validating self-reported information against primary-source data before a candidate ever reaches medical leadership.

Scan to see how Axuall can improve your physician recruiting efficiency



Disclaimer: Eagle recruiters do not conduct Primary Source Verification. Axuall Explore provides an upstream confidence check; final Primary Source Verification is performed separately.