

# The Ohio Council of Behavioral Health & Family Services Providers



# **ABOUT THE OHIO COUNCIL**

The Ohio Council is a statewide trade association representing more than 160 private and not-for-profit organizations providing community-based mental health, alcohol and other drug addiction treatment and family services throughout Ohio. The Ohio Council was established in 1979 and is governed by a 15 member Board of Trustees, composed of member organization chief executives. Elected by the membership, the Board provides strategic direction for the Council and leadership to the organization's committee structure. The Ohio Council is funded primarily through a dues assessment of all member organizations, but also generates revenue through its various products and services and membership training events.

# Affiliate Membership:

As an affiliate member – an individual, firm or company that offers goods and services to the behavioral health & family services industry, but is not eligible for full membership in the Ohio Council – you will have many opportunities to become more involved with the Ohio Council. This is an excellent opportunity for you to promote your company and its products & services to Ohio Council provider organizations.

Affiliate members could include IT vendors, law firms, accounting firms, health insurance companies, pharmaceutical companies, business service/supply vendors, and consulting firms.

Affiliate Membership does not indicate an endorsement by The Ohio Council of Behavioral Health & Family Services Providers



# Aetna/CVS Health

www.aetnabetterhealth.com/ohio

Beth Lutz, Clinical Health Services Manager - BH (855) 364-0974 <u>lutzb@aetna.com</u>

Contract with ODM and CMS to manage the MyCare Ohio plan in the Northwest, Central and Southwest regions of the state.



# **Behavioral Health Billing Solutions (BHBS)**

www.bhbillingsolutions.com

Teresa Heim, Chief Executive Officer (614) 395-0136 teresaheim@bhbillingsolutions.com

Michelene Steinmetz, Chief Operating Officer (859) 760-4997 msteinmetz@bhbillingsolutions.com

Behavioral Health Billing Solutions is an Ohio based consultation agency that offers various services:

- Evaluation of current billing processes and files with recommendations for outstanding AR collection and billing best practices
- EHR evaluation and recommendation and/or remediation of found issues related to billing processes
- Full or partial billing services including monthly client eligibility checks, claim batching, reviewing and remediating denials/rejections, payment posting and financial reporting
- Provider credentialing and registration services

BHBS is also an official Affiliate Partner with Qualifacts, offering a tier on our fully functional, Ohio BH redesign, expert hosted CareLogic EHR structure.



### Brown & Brown of Lehigh Valley Inc.

#### www.bbinslv.com

Erica Ford, Vice President – Health & Human Services (610) 694-1861 erica.ford@bbinslv.com

Preparing You for Tomorrow's Risks-Today

Your exposures are unique. You deserve coverage options designed specifically to protect your assets, interests, and reputation. Brown & Brown works to understand your organization and your risk management plan by providing personalized service complemented by the exceptional resources and capabilities of a national brokerage. Using this approach, our team delivers solutions to fit your needs and help reduce your total cost of insurance.

The preferred choice of over 600 Health & Human Service Organizations for their Property, General Liability, Professional Liability, Abuse, Auto, Excess Liability, D&O, EPL, Cyber and more...visit their web site at <u>www.bbinslv.com</u>.



#### **Cantata Health Solutions**

https://cantatahealth.com/

Murray Heidebrecht, Director of Marketing <u>murray.heidebrecht@cantatahealth.com</u> 503-961-2057

Built by behavioral health and human services veterans, Cantata Health Solution's Arize care management platform provides a modern EHR, a complete billing and revenue cycle management solution, and an extensive array of client engagement tools. Arize offers clinicians, executives, back-office staff, and clients a collaborative view of the health record. In an industry dedicated to serving the most vulnerable population, our mission is to provide technology that empowers so providers don't have to rely on legacy systems that only hinder their progress. Together, we enable those who make a difference to excel. Visit CantataHealth.com to learn more about how Ohio agencies across all service areas are making the switch to the care management platform that providers deserve.





www.caresource.com

Stephanie Stitt Director, Behavioral Health (440) 591-1850 stephanie.stitt@caresource.com

CareSource is nonprofit, multi-state, multi-plan, government-sponsored health care organization. Headquartered in Dayton, Ohio, CareSource is now serving over 2 million members in eight states and growing. CareSource is leading health care innovation, new direction focused on operational excellence, enriching quality by enhancing the member experience through personalized service and expanded options for care.



### **Coding Advantage**

www.codingadvantage.com

Sonda Kunzi, President/Owner (216) 978-2408 <a href="mailto:skunzi@codingadvantage.com">skunzi@codingadvantage.com</a>

Coding Advantage partners with organizations to connect their missions to the business side for both MH and SUD organizations, serving Ohio and beyond! The best thing you can do is invest in your organization's training and development to manage the business sector to remain compliant and preserve revenue integrity.

# COTE EHR SOLUTIONS

#### Core Solutions, Inc.

www.coresolutionsinc.com

Jeffrey Miller Director of Business Development 614.515.3171 jmiller@coresolutionsinc.com Core Solutions began in 1999, focusing on a mission to improve outcomes for those affected by behavioral health, SUD and IDD challenges through innovative technology.

The Core Cx360 Platform, our highly configurable solution, enables organizations to be flexible and responsive to changing regulations and innovations in healthcare. Organizations and clinicians can also maintain fidelity to any evidence-based practice they implement using the workflow designer and process tracker. To lessen provider burden, we've expanded client engagement and self-care tools by utilizing AI for predictive analytics and more sophisticated population health analysis. Cx360 is highly interoperable and promotes real-time integration and data sharing among behavioral health, care management organizations, medical providers, and other members of the Care Team, supporting care coordination across the continuum—a significant focus in healthcare today and tomorrow.



# **Eleos Health**

https://eleos.health/

Whitney Baywal Sr. Director of Partnerships whitney.baywal@gmail.com

Eleos Health's motto is more care, less ops. As the most widely deployed enterprise-grade AI platform in behavioral health, Eleos embeds augmented intelligence within provider workflows to help alleviate administrative burdens and improve performance. Providers using Eleos reduce time spent on documentation by over 50% and their clients are 2x more engaged in care, achieving 3–4x better symptom reduction versus treatment as usual. With Eleos, behavioral health organizations are setting a new standard for care.



**Etactics** 

www.etatics.com

Ray Dalessandro, Ohio Regional Sales Manager (330) 303-0160 <u>rdalessandro@etactics.com</u>

Etactics is an Ohio based Clearinghouse located in Hudson Ohio and a long time supporter of Ohio Council member organizations. We currently support over 120 Ohio BH agencies and organizations. Etactics has assisted and advocated for our clients during all of the recent Next Generation ODM changes and updates. We have the most knowledgeable and responsive support staff in Ohio. Our Ohio BH clients are utilizing our services across a variety of BH EHR systems with great success. Etactics can help by providing the following services at very competitive rates and special discounts for Ohio Council members: Electronic claims submission to all FFS and Managed Care Entities (MCE), commercial/gov

payers. Claims Management, Clearinghouse services, Claims Corrections portal, custom edits, ERA Remit Management, Claims Status verification, Insurance Eligibility Verification and Denial Management.



#### **Fortis Lux**

https://www.fortislux.com/

Quay Dixon, Head of Sales (614) 579-3500 <u>qdixon@fortislux.com</u>

Fortis Lux is a financial planning boutique firm that guides companies and individuals to make financial decisions based on what is most important to them, at any stage of corporate or personal planning.



### Genoa Healthcare

www.genoahealthcare.com

Katrina Miller, Sales Director (608) 345-4078 kmiller@genoahealthcare.com

Genoa Healthcare is the largest provider of pharmacy and medication management services dedicated to serving the needs of those in the behavioral health and addiction treatment communities and those with other complex, chronic health conditions. Visit www.genoahealthcare.com to learn more.

# greenspace health

### **Greenspace Health**

#### www.greenspacehealth.com

Tanya Scarapicchia, Partnership Manager 888-446-6602 ext. 738 tanya.scarapicchia@greenspacehealth.com Greenspace believes that every person accessing addictions and mental health services should receive high quality care that helps them thrive. Through innovative and intuitive technology, their partners across North America can easily implement Measurement-Based Care, improving outcomes for the people they serve. With automated delivery and a selection of 350+ evidence-based assessments, providers can tailor their measurement process to their clients' specific needs and gather rich insights throughout care. Greenspace has partnered with over 500 service organizations, helping them leverage their data and insights to increase client engagement, improve outcomes, inform treatment planning and service innovation, and advocate for improved payor contracts. From individual clinicians to small clinics, hospitals, and entire health systems, Greenspace's MBC solutions are built to flex to the unique needs and challenges of any workflow.



IronRoad

#### www.ironroad.us

Billy Southerland, CEO (513) 716-4600 <u>billy@ironroad.us</u>

IronRoad is a Professional Employer Organization based in Cincinnati, Ohio serving across all industries for the past 27 years. IronRoad provides a variety of Fortune 100 services including payroll processing, tax filings, workers' compensation insurance, human resources guidance and administration, and employee benefits plans and administration.



### **McGohan Brabender Agency**

www.mcgohanbrabender.com

Kevin Grabeman, Columbus Market Leader (614) 210-1124 <u>kgrabeman@mcgohanbrabender.com</u>

McGohan Brabender is the largest independent employee benefits consulting firm in Ohio providing cost effective approaches to reducing your organization's healthcare costs.

Independent employee benefits consulting firm providing cost effective approaches to reducing your organization's healthcare costs. We also provide our clients with guidance on healthcare reform and provide first class service through



#### **Mega-Byte**

www.1024k.com

Daniel Creed, Vice President, Sales & Marketing (888) 755-0934 <u>dan.creed@1024.com</u>

Mega-Byte is an IT Managed Services Provider serving Behavioral Health clients throughout Ohio. We ensure our clients success with a proactive approach to IT that focuses heavily on security, preparedness, and compliance. With our "One Call – Total Support" mentality – we offer peace of mind when it comes to IT, so you can focus on your core business of improving the health and quality of life for the clients you serve.



#### **Molina Healthcare**

https://www.molinahealthcare.com/providers/oh/medicaid/home.aspx

Taylor Wolf, Client Development Executive (913) 289 - 6036 twolf@ntst.com

Molina Healthcare, Inc., a FORTUNE 500 company, provides managed health care services under the Medicaid and Medicare programs and through the state insurance Marketplace. Through our locally operated health plans, Molina Healthcare serves approximately 5.1 million members.



#### **Mutual of America Financial Group**

www.mutualofamerica.com

Amanda Rutan, CRPS, Vice President (330) 576-7012 amanda.rutan@mutualofamerica.com Mutual of America has specialized in providing retirement products and related services to organizations and their employees, as well as individuals, for over 75 years. A mutual company we do not have stockholders and are not publicly traded. We operate solely for the benefit of our customers, managing the company for their long-term interest rather than for the short-term demands of stockholders. Since 1945 Mutual of America has remained committed to offering plan sponsors, plan participants and individuals carefully selected, quality products and services at a competitive price and the personal attention they need to help build and preserve assets for a financially secure future. Integrity, prudence and reliability are the values that have guided us since our inception and that continue to serve us and our customers well.



https://www.ntst.com/

Sandra Rocha, Senior Client Development Representative <u>srocha@ntst.com</u> 913-602-1057

Netsmart, a leading provider of Software as a Service technology and services solutions, designs, builds and delivers electronic health records (EHRs), health information exchanges (HIEs), analytics and telehealth solutions and services that are powerful, intuitive and easy-to-use. Our platform provides accurate, up-to-date information that is easily accessible to care team members in human services, post-acute care and payer markets. Our human services community includes addiction treatment, autism, behavioral health, child and family services, federally qualified health centers (FQHCs), intellectual and developmental disabilities (IDD). We make the complex simple and personalized so our clients can concentrate on what they do best: provide services and treatment that support whole-person care.

By leveraging the powerful Netsmart network, care providers can seamlessly and securely integrate information across communities, collaborate on the most effective treatments and improve outcomes for those in their care. Our streamlined systems and personalized workflows put relevant information at the fingertips of users when and where they need it. Visit <u>www.ntst.com</u> to learn more about how Netsmart is changing the face of healthcare today.



#### NextGen Healthcare

www.nextgen.com

Jason Meland, Vice President, Sales JMeland@nextgen.com +1 (469) 744-8664

NextGen Healthcare offers a complete and comprehensive enterprise solution that pushes the boundaries of whole-

person care, by integrating behavioral, physical, and oral health with I/DD and human services, the solution extends beyond a classic clinical setting with social and human services solutions to support complex and diverse delivery systems in a fully integrated manner.



### **OrionNet Systems, LLC**

www.iorion.com

Herminia Wafford, VP/Director of Operations (405) 286-1764 <u>hwafford@orionnetsystems.com</u>

OrionNet Systems' ThinkHealth Practice Management is intuitive, for all inclusive software designed for mental and behavioral healthcare, as well as substance abuse treatment facilities, Health homes, residential care facilities and Therapeutic Foster care marketplace. ThinkHealth is an EHR certified system that has been specifically tailored to meet the needs of agencies large and small. ThinkHealth is designed to provide seamless assistance to your organization, to improve billing accuracy and to increase the quality of care for your clients. And with companion application ThinkHealth-Touch and ThinkJottable your clinician is always on the go. Discover why clinicians across the country prefer using ThinkHealth every day to assist with their center's daily operations.



# carelogic CREDIBLE inSync

# Qualifacts

#### www.qualifacts.com

Michelle Raczynski, Marketing Event Specialist 817/235-5280 michelle.raczynski@qualifacts.com

Qualifacts is a leading provider of behavioral health, rehabilitative and human services software and SaaS solutions for clinical productivity, compliance and state reporting, billing, and business intelligence. Its mission is to be an innovative and trusted technology and solutions partner, enabling exceptional outcomes for its customers and those they serve. Qualifacts' comprehensive portfolio, including the CareLogic, Credible, and InSync platforms span and serve the entire behavioral health market supporting non-profit agencies and Certified Community Health Clinics (CCBHCs,) as well as for-profit large enterprise and small business providers. Qualifacts has a loyal customer base, with more than 2,400 customers representing 75,000 providers serving more than 6 million patients.



#### **RSM US LLP**

www.rsmus.com Lori Kalic, Partner (216) 523-1900 lori.kalic@rsmus.com

RSM US LLP is the leading U.S. provider of audit, tax and consulting services focused on the middle market. RSM is a trusted leader in audit, tax and consulting services developed especially for the health care industry, we're uniquely positioned to help meet and exceed your financial and operational goals. Health care organizations benefit from our specialized experience working with behavioral and mental health organizations, hospitals and health systems, physician practices and ambulatory surgery centers and senior living and long term care.



### **Streamline Healthcare Solutions**

www.streamlinehealthcare.com

Joel Zangara, Regional Sales Director (716) 622-5400 Joel.zangara@streamlinehealthcare.com

Since 2003, Streamline Healthcare Solutions has focused exclusively on Behavioral Health and Human Services. We understand people choose this work out of a deep desire to help others. We partner with our customers to provide innovative technology solutions that help them advance the lives of those they serve. Streamline's SmartCare<sup>™</sup> platform sets a new standard for Behavioral Health EHRs. Its dependability and stability provide organizations with the control they need to succeed in today's complex environment, while its flexibility enables them to transform the way they provide care to meet the exciting promise of tomorrow.

Prepared by:

Corinne Cowan, Education & Membership Services Coordinator The Ohio Council of Behavioral Health & Family Services Providers 17 S. High Street – Suite 799 Columbus, OH 43215 <u>Cowan@theohiocouncil.org</u>