



**The Ohio Council of Behavioral
Health & Family Services Providers**



ABOUT THE OHIO COUNCIL

The Ohio Council is a statewide trade and advocacy association that represents over 150 private organizations providing addiction prevention and treatment, mental health, and family services in communities across the state. 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 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 Better Health of Ohio

www.aetnabetterhealth.com/ohio

Shirly Johnson, Director of Behavioral Health

(614) 933-6027

johnsons14@aetna.com

We see you as our ally in providing high-quality health care services to our members in the Aetna Better Health of Ohio, a MyCare Ohio plan. We are a Medicare-Medicaid plan for dual-eligible members. As you strive to deliver the best care possible and to better understand Aetna Better Health, we hope you'll take advantage of all the resources we have to offer. We provide our members with access to important health care services and programs. We designed this to be convenient for our members and providers. Because Aetna Better Health of Ohio manages both Medicare and Medicaid coverage, our members only have to work with us. We take care of it all, including dental, vision and mental health benefits, and more. It also simplifies your office processes. Plus, we work to make it easy for you to care for our members and guide them down the path to better health.



Afia Health, Inc.

www.afiahealth.com

Matt Hoffman, Managing Partner

(513) 237-1701

matt@afiahealth.com

The team at Afia are behavioral health data experts. We work with behavioral health agencies across the country to optimize their clinical, financial, and operational functions through the use of technology.



Anthem BCBS

www.anthem.com

Lindsay Lanno

Plan Marketing Director

419-260-5692

lindsay.lanno@anthem.com

Managed Care Plan



Brown & Brown of Lehigh Valley Inc.

Erica Ford

(800) 634-8237

eford@bbinslv.com

Brown & Brown of Lehigh Valley Inc. offers a streamlined plan allowing you to establish a single, money-saving insurance program for your organization. Insurance coverage is offered for the following exposures:

- Professional/General Liability
- Property-Crime-Electronic Data Processing & Other Package Coverages
- Vehicle Coverage
- Directors & Officers
- Umbrella/Excess Liability
- Fiduciary Liability

This flexible program is individually tailored to fit your organization's needs. All components of adult and child services can be covered using top "A" rated insurance companies operating throughout the United States. The Division of Behavioral Healthcare will provide you with year-round support and 24 hour claims service. In addition, workshops can be scheduled, as a provided service, on risk management, claims and coverage analysis, loss control procedures, and preparing for a managed care environment. For more information about the Council's Organizational Insurance Program, call Erica Ford, Brown & Brown of Lehigh Valley, (800) 634-8237, eford@bbinslv.com or visit their web site at www.bbinslv.com.



Behavioral Health Billing Solutions (BHBS)

www.bhbillingsolutions.com

Teresa Heim, Chief Executive Officer

(614) 395-0136

teresaheim@bhbillingsolutions.com

Micheline Steinmetz, Chief Operating Officer

(614) 395-0136

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
- **NEW:** 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.



Cantana Health Solutions

<https://cantatahealth.com/>

Jennifer Murray, Marketing Director

(513) 685-5245

chris@procompsoftware.com

Cantata Health Solutions powers the best electronic health record and financial management software for hospitals, and behavioral health facilities. Whether your focus is to deliver better care or take control of your finances, Cantata is here to help you succeed and grow.



CareSource

www.caresource.com

John Nisky, Senior Director, Behavioral Health, Ohio

(216) 816-5426

john.nisky@caresource.com

CareSource is nationally recognized for leading the industry in providing member-centric health care coverage. The company's managed care business model was founded in 1989 and today CareSource is one of the nation's largest Medicaid managed care plans. Headquartered in Dayton, Ohio, the company has built a legacy of providing quality health care coverage for Medicaid consumers. In addition to Medicaid coverage, CareSource has a diverse offering of insurance plans on the Health Insurance Marketplace. The company also offers Medicare Advantage plans that help consumers close the gap of coverage as they age. CareSource serves more than 2 million members across six states supported by a growing workforce of 4,500.

At CareSource, our mission is one we take to heart. In fact, **we** call our mission our "heartbeat." It is the essence of our company and our unwavering dedication to it is a hallmark of our success.



Clark, Schaefer, Hackett & Co.

www.cshco.com

Jesse Young, Shareholder

jyoung@cshco.com

Audrey Martin, Controller, Managed Services

ALMartin@cshco.com

937-399-2000

At CSH we believe better relationships produce better results, so we teach our professionals to deliver highly-valued client experiences. And it shows. We offer all the sophisticated services you expect from a top CPA and advisory firm — but it's our service style that sets us apart. While we help you stay compliant, manage risk and make smart decisions, we'll also respond promptly, deliver quality and truly care about your mission. More than 800 not-for-profits have counted on us to do just that. We call it results thorough remarkable relationships.

We are more than just compliance, quality assurance services bring credibility to the financial picture of your not-for-profit. We strengthen your organization by keeping operational improvements top-of-mind as we examine your financials, practices and policies. Our services include:

- Financial statement audits, reviews & compilations
- Employee benefit plan audit
- Internal audits
- Outsourced accounting
- Bookkeeping
- Payroll
- Reports on internal controls



Coding Advantage

www.codingadvantage.com

Sonda Kunzi, President/Owner

(216) 978-2408

skunzi@codingadvantage.com

Coding Advantage provides support to healthcare providers to help them understand the complex world of coding and billing. We partner with organizations to consult in operations, serve as a billing vendor, audit records for billing compliance, provide training and education and overall keep organizations compliant. Revenue integrity is an important part of the business of healthcare. We pay attention to the detail so that the healthcare provider can pay attention to delivering care. We support many types of specialties, however, have a unique expertise on behavioral health billing, coding, and AR recovery.



Etactics

www.etactics.com

Ray Dalessandro, Ohio Regional Sales Manager

(330) 303-0160

rdalessandro@etactics.com

Etactics is an Ohio based Clearinghouse located in Hudson Ohio and prepared to support our clients with all of the current and upcoming changes to Ohio Medicaid Behavioral Health Next Generation Administrative changes. We have over 85 Ohio BH clients utilizing our services across a variety of EHR/PM systems.

If you are concerned about your future flexibility based on these upcoming changes or just want a responsive Clearinghouse partner, you should consider Etactics as a workable option for your claims management and submissions in 2022. Etactics can help by providing the following services at very competitive rates and special discounts for Ohio Council members:

- Electronic claims submission and testing to Ohio Medicaid OMES and all approved Managed Care Entities (MCE), commercial/gov payers
- Claims Management and Clearinghouse services with standard CCI, LCD, NCD and custom payer edits to insure a high first pass clean claim rate.
- Claim Correction Portal to fix rejected claims from both Payers or the Clearinghouse. Insurance verification and Denial Management options also.
- Experienced, knowledgeable and friendly support staff based here in Ohio.
- Ability to work with all established BH EHR systems for a seamless submission of claims, insurance verification and remit management.



Genoa Healthcare

www.genoahealthcare.com

Katrina Miller, Site Development Director

(608) 345-4078

kmiller@genoahealthcare.com

Genoa Healthcare is the largest provider of pharmacy, outpatient Telepsychiatry 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.

greenspace health

Greenspace Health

www.greenspacehealth.com

Tanya Scarapicchia, Partnership Manager

888-446-6602 ext. 738

tanya.scarapicchia@greenspacehealth.com

Greenspace is a web-based platform that helps mental health therapists (psychiatrists, MD psychotherapists, psychologists, social workers and registered psychotherapists) easily measure and monitor patient progress. Patients complete medically validated assessments electronically and the results are displayed to the therapist and patient in a visual and easy to interpret display. Greenspace eliminates the need for paper and pen-based assessments and makes it easy to regularly measure progress and engage patients in their own treatment. As a technology company, data security and privacy is of the utmost importance. We are proudly a SOC2 Type II compliant organization.

Greenspace was developed based on well validated medical research that is clear that measuring patient progress is one of the most important determinants of successful patient outcomes. Research studies have shown that regularly measuring progress increases the likelihood that a patient achieves significant and reliable change by 3.5 times.



Healthcare Support Technologies

www.webhstech.com

Geoff Lusty, President & CEO

(724) 304-4864

geoffl@webhstech.com

Healthcare Support Technologies has provided customized Revenue Cycle Management solutions to providers and organizations throughout the US since 1993. Specializing in Mental Health and FQHC/RCH billing, HST understands the unique payor complexities that must be met in order to be reimbursed properly. Our staff is proficient in a variety of software platforms, including NextGen EHR/PM. Knowing each client's needs are different, we tailor our solutions to provide a suite of services that will meet and exceed those individual needs. Please give us a call if your organization is having problems with low collection rates/high accounts receivable balances and we'll be happy to see if we can assist.



Linden

www.lindenhc.com

Lindsay Horst, Principal

(330) 439-6788

lhorst@lindenhc.com

Linden partners with behavioral health and substance use disorder treatment providers to improve quality, efficiency, client and staff experience, and profitability. We can help you meet your goals with services like data extraction and analysis; assistance with reporting, incentive, and regulatory programs; EHR customization and optimization; quality measurement, reporting, and improvement; workflow and process optimization; implementing new programs, systems, and office processes; and more.

For users of compatible EHR and billing systems, we can create custom, live data dashboards derived from any information entered in these systems and displayed in helpful charts, graphs, or tables -- key financial performance indicators, clinical information for quality improvement and client tracking, internal use data (missing or incomplete documentation, no-shows, schedule analyses), etc. Easily access and understand your data for improved planning and decision-making.

Every relationship is customized to meet your unique needs; call or email to discuss how we can work together.



McGohan Brabender

www.mcgohanbrabender.com

Kevin Grabeman, Consultant/Managing Shareholder

(614) 376-0216

kgrabeman@mcgohanbrabender.com

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 our MB Advocates team assisting your employees with benefit questions and claims issues.



MEDIC MANAGEMENT GROUP LLC

Medic Management Group, LLC

www.medicmgmt.com

Thomas Ferkovic, CEO

(234) 466-1034

TFerkovic@medicmgmt.com

Medic Management Group is a leader in providing business improvement solutions and support to physician practices and healthcare providers. We ensure that our clients' clinical business operates efficiently so they can focus on caring for their patients.

We deliver full MSO capabilities, best in class RCM results, a wide range of consulting and advisory services, and M&A support and guidance. We bring deep knowledge and experience to every engagement and assist clients ranging from small physician practices to complex, multibillion-dollar health systems.

Our unique customized solutions improve business outcomes, clinical effectiveness, practice quality and overall patient experience. We support each client engagement with seasoned healthcare industry professionals who have deep experience in executing and implementing our recommended solutions.

Medic Management has consistently been named one of Northeast Ohio's Top Workplaces.



Molina Healthcare

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

Jaclyn Smith, Manager, Provider Services

(614) 540-3971

Jaclyn.Smith@MolinaHealthcare.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

www.mutualofamerica.com

Amanda Rutan, CRPS, Vice President
(330) 665-1915
akron@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. As 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.



Netsmart

Netsmart

<https://www.ntst.com/>

Chuck Wilson, Client Development Representative
Cwilson1@ntst.com
913-242-6054

Netsmart provides innovative healthcare technology, including electronic health records (EHRs), health information exchange, data analytics, mobile clinical and consumer engagement solutions, for the behavioral health and social services communities.



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.



Next Level Technologies

www.nextleveltech.com

Steve Payerle, President

(614) 859-9613

spayerle@nextleveltech.com

Next Level Technologies is an IT managed services company that supports businesses and non-profits throughout Ohio. We've been involved in the behavioral healthcare space for close to a decade, helping our clients utilize the cloud where optimal, foster in the use and adoption of new technologies such as telehealth/telepsychiatry and unified communications, as well as implementing sensible HIPAA compliance strategies in our clients organizations. We are committed to supporting those in the behavioral health space. Please call or email if you'd like to discuss how easy it will be to take your behavioral health practice to the next level.



OneFifteen

www.onefifteen.org

Barbara Marsh, Chief Operating Officer

(937) 535-8103

bmarsh@onefifteen.org

OneFifteen Recovery is a not-for-profit healthcare ecosystem dedicated to the full and sustained recovery of people living with substance use disorders and co-occurring psychiatric conditions. Through partnerships with local healthcare providers, our 4.5-acre campus in Dayton, Ohio, includes an outpatient clinic, crisis stabilization unit, two residential treatment programs, and an inpatient withdrawal management program, as well as activity rooms, fitness rooms, and outdoor green spaces with walking paths.



OrionNet Systems

www.iorion.com

Herminia Wafford, VP/Director of Operations

(405) 286-1764

hwafford@orionnetsystems.com

OrionNet Systems' ThinkHealth Practice Management is intuitive, all inclusive, software designed for mental and behavioral healthcare, as well as substance abuse treatment, Health homes 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. Discover why clinicians across the country prefer using ThinkHealth every day to assist with their center's daily operations.



**Pivot Behavioral Health
Consulting**

Pivot Behavioral Health Consulting

www.pivotbhc.com

Christine Smalley, M.A., LPCC-S, Principal Consultant

(330) 421-4474

Christine.pivotbhc@gmail.com

Keeping Your Behavioral Health Agency Relevant & Dynamic, Pivot BHC works as trusted consultants to support the needs of your agency. Whether you are looking for clinical assistance, quality assurance/quality improvement development and review, staff training or accreditation and certification support, we are here to help.



Prime Management Services LLC

Prime Management Services, LLC

[Visit Prime Management Services Website](#)

Karen Gains

(937) 603-3843

karengaines@primemgts.com

Provide grant and financial consulting services. Grant services include researching funding opportunities, writing grant application, reviewing applications, and getting organizations prepared for grant opportunities. Financial services include reviewing and modifying processes, identifying areas to increase revenue and decrease expenses, and ensuring key staff understand the financial health of their organization.

qualifacts + CREDIBLE

Qualifacts + Credible

www.qualifacts.com and www.credible.com

Michelle Murray, Senior Marketing Manager

(301) 652-9500, ext. 7755

michelle.murray@credibleinc.com

Qualifacts + Credible is one of the most trusted strategic partners and technology providers of electronic health records (EHR) for behavioral health and human services organizations. Our EHR solutions help organizations focus on what matters most - client care - by optimizing efficiency and productivity regardless of care environment or internet access. Our single platform approach allows us to continually innovate and keep our clients ahead of the ever-changing regulatory landscape.



RSM US LLP

www.rsmus.com

Lori Kalic, Healthcare Industry Senior Analyst and Audit Partner

216.622.1186

lori.kalic@rsmus.com

RSM is the leading provider of audit, tax and consulting services to the middle market. With over 11,000 employees across the U.S. and Canada and a global presence in 120 countries, our purpose is to deliver the power of being understood to our clients, colleagues and communities. As first-choice advisors, we are focused on developing leading professionals and innovative services to meet our clients' evolving needs in today's ever-changing business environment.



Streamline Healthcare Solutions

www.streamlinehealthcare.com

Jurry Smith, Regional Sales Manager

(877) 467-4741

marketing@streamlinehealthcare.com

Since 2003, Streamline has focused exclusively on the Behavioral Health and Human Services market. We understand that organizations in this market need more than just another EHR vendor. We are a trusted partner in building innovative technology solutions that empower people to improve the quality of life for those in need.

SmartCare™ is a next generation Enterprise EHR platform for Behavioral Health and Human Services. Developed specifically for this market, its cloud-based, single-platform, and intelligent technology is unlike any other. With improved efficiency and effectiveness using SmartCare's personalized experience, spend less time on repetitive tasks and more time on your clients.

Prepared by:

Brenna Whiteside, Administrative Assistant
The Ohio Council of Behavioral Health & Family Services Providers
17 S. High Street – Suite 799
Columbus, OH 43215
whiteside@theohiocouncil.org