

Fall Report

Collaboration.
Cooperation.
Education.



THE
Healthcare
Council



COVID-19 Pandemic and Anxiety

AS THE NUMBER OF CASES OF COVID-19 INCREASES, SO DOES THE ASSOCIATED ANXIETY. For the general-public, the mental health effects of COVID-19 are as essential to address as are the physical health effects. And for the one in five who already have mental health conditions – or the one in two who are at risk of developing them – we need to take personal, professional, and policy measures now to address them. To aid individuals and communities during this time, Mental Health America (MHA) has compiled a range of resources and information. You can learn more about mental health and COVID-19 from their blogs and webinars - <https://mhanational.org/covid19>.

MHA offers 10 tools that can help you feel stronger and more helpful:

- Connect with others
- Stay positive
- Get physically active
- Help others
- Get enough sleep
- Create joy and satisfaction
- Eat well
- Take care of your spirit
- Deal better with hard times
- Get professional help if you need it

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Chairperson of Supply Chain Advisory Council Planning Group For ShareSource Selected



RECENTLY, ALAN EDWARDS, VICE PRESIDENT OF SUPPLY CHAIN SOLUTIONS GROUP FOR MARY WASHINGTON HEALTHCARE, FREDERICKSBURG, VA., ACCEPTED THE CHAIRPERSON POSITION FOR THE PLANNING COMMITTEE FOR THE SHARESOURCE SUPPLY CHAIN ADVISORY COUNCIL. In 2010, Alan Edwards became Mary Washington Healthcare's first supply chain executive. He focuses on implementing sustainable business operations and practices required to maximize the supply chain.

The Advisory Council meets quarterly to address significant issues relating to materials management within the mid-Atlantic region and to make recommendations to the GPO, ShareSource. The planning committee meets as needed to plan quarterly meetings and address other pressing issues for ShareSource. Membership of the planning committee includes the following supply chain leaders:

- Erik Anderson – Director of Supply Chain, Calvert Health
- Nikki Colletti – Director of Supply Chain, George Washington University Hospital
- Michael Ewing – Corporate Director, Materials Management, Trivergent Health Alliance, MSO
- Jeremy Leonard – Supply Chain Management Program Director at Asbury Communities
- Brain Riemer – Director of Supply Chain, Greater Baltimore Medical Center
- Swati Salaskar – Director Supply Chain Management at Adventist HealthCare
- Lisa Wallace – Corporate Director Supply Chain, Goodwin House Incorporated

Conan Dickson, Treasurer of The Healthcare Council/ShareSource said, "we are fortunate to have someone with Alan's professional background to chair the Supply Chain Advisory Council planning committee."

The Healthcare Council Divisional Chairs

Behavioral Health Division Chair -
Dr. Marie Rose Alam, 410-402-7652, marierose.alam@maryland.gov

Facilities & Engineering Divisional Chair -
Mark Mininberg, 203-668-3522, mark@hospitalenergy.com

HR Divisional Chair -
Mary Jo Schweickhardt, 703-558-1204, mjs5@gunet.georgetown.edu

IT Divisional Chair - Open

Patient Experience Divisional Chair -
Takiya Reavis-Benjamin, 540-741-2705, takiya.reaves-benjamin@mwhc.com

Pharmacy Division Chair -
JoAnn Neuffer, 202-537-4171, jneuffer1@jhmi.edu

Physician Management Division Chair -
Darmita Wilson, 240-437-8994, dgwilson36@gmail.com

Population Health Divisional Chair -
Marta Perez, 301-315-3515, MPerez@adventisthealthcare.com

Rehab Divisional Chair -
Srilekha Palle, 703-839-3976, srilekha_palle@yahoo.com

Supply Chain Divisional President of MASHMM -
Mark Stepling, 301-774-8882, mark.r.steppling@medstar.net

Volunteer Divisional Chair -
Roxanne Holston, 202-316-5604, tweetroxie@hotmail.com

Young Health Care Professionals Chair -
Crystalle A Bortnick, 410-610-7886 cbortnit@jhmi.edu

Supply Chain Advisory Council Planning Committee Contact Information

Erik Anderson -
410-535-8229, erik.anderson@calverthealthmed.org

Nikki Colletti -
202-715-4463, nikki.colletti@gwu-hospital.com

Michael Ewing -
202-7154463, micheal.ewing@trivergenthealth.com

Jeremy Leonard, Asbury Communities -
301-250-2058, jleonard@asbury.org

Brian Riemer, GBMC -
443-849-2000, bkriemer@gbmc.org

Swati Salaskar, Adventist HealthCare -
301-315-3352, ssalaska@adventisthealthcare.com

Lisa Wallace, Goodwin House -
202-877-2745, lwallace@goodwinhouse.org

Open Invitation for Additional Members

AREA NEWS & CURRENT EVENTS



☀️ **Valley Health Welcomes New President and CEO:** Mark Nantz, Valley Health System's new President and Chief Executive Officer joined the not-for-profit network of hospitals, services, and providers based in Winchester, Virginia in June of this year. Prior to joining Valley Health, Nantz served in executive roles with Bon Secours Mercy Health, including most recently as Chief Administrative Officer and Atlantic Group President; before then, he was Executive Vice President and Chief Strategy Officer at Bon Secours. He has also held executive positions at Carolinas Healthcare System (now Atrium Health) and Carolinas Medical Center – NorthEast, and leadership roles in the audit practice of a Big 5 accounting firm. He is a Certified Public Accountant and a Fellow in the American College of Healthcare Executives.



☀️ **Mark Merrill Retires as President & CEO of Valley Health System:** Mark H. Merrill, president and CEO of Winchester, Va.-based Valley Health System, retires as new President & CEO, Mark Nantz takes over. Mr. Merrill has served in the top post at the nonprofit health system since 2009. During his tenure, he led the integration of Valley Health's six hospitals, expansion of ambulatory care sites, and the establishment of an alliance with Falls Church, Va.-based Inova Health System. He also oversaw the successful deployment of the health system's Epic EHR platform in collaboration with Inova and the development of the Valley Health System Cancer Center. Mr. Merrill has served as a board member and chair of the Virginia Hospital and Healthcare Association.



☀️ **North Bay Medical Associates Joins ChristianaCare's Network of Primary Care Practices:** North Bay Medical Associates, PA, specialists in family and internal medicine with two locations in Cecil County, Maryland, and two in New Castle County, Delaware, has joined ChristianaCare's award-winning network of primary care practices. With the addition of the North Bay practices, ChristianaCare now operates 22 primary care practices throughout Delaware, Southeastern Pennsylvania, Southern New Jersey, and Eastern Maryland. "We are thrilled that North Bay Medical Associates is joining ChristianaCare and our primary care network," said Cydney Teal, M.D., physician executive, Medical Group of ChristianaCare. "This partnership will further strengthen ChristianaCare as the preferred provider of high-quality primary care services in our community."



☀️ **Hospital Head, Jim Cole, to Stay Around for Several Additional Months:** Cole announced last December that he would be retiring, effective in September. But the COVID-19 pandemic effectively put the search for a successor on the back burner, and the hospital's board of directors has asked Cole to stay in the interim. "We had to put the search on hold – no one knows when we'll be able to re-engage," Adrian Stanton, the hospital's vice president and chief marketing officer, told the Sun-Gazette. Cole's decision to retire came after Virginia Hospital Center – which began life three-quarters of a century ago as Arlington Hospital – kicked off a three-year, \$250 million expansion plan on land adjacent to its main campus along North George Mason Drive. The project came after a land-swap agreement with the Arlington County government. Construction work continues despite the COVID-19 pandemic. Most of the excavation has been completed, and "things will now start to come out of the ground," Stanton said.



☀️ **Anthony Stahl, President White Oak Medical Center:** Anthony Stahl, formerly president and CEO of Central Texas Medical Center, San Marco, Texas, replaced Erik Wangness who left the role to become CEO of AdventHealth Wesley Chapel in September 2019. Anthony assumed the role in March of this year. Before Central Texas Medical Center, Stahl served as hospital administrator, and vice president at Florida Hospital Heartland Medical Center-Lake Placid, Sebring, and Wauchula campuses where he directed operations spanning multiple campuses.



☀️ **Dr. Narang Completes 1 Year & 3 Months as Fairfax Medical Campus President:** A pediatrician, Steve joined Inova from Banner Health in Arizona in 2019, where he served as CEO of Banner – University Medical Center Phoenix since 2013. Steve is a physician executive who is completing 1 year and 3 months as President of the Inova Fairfax Medical Campus. Prior to Banner Health, Steve was Medical Director at Our Lady of the Lake Medical Center in Baton Rouge, Louisiana.



☀️ **Roberta Tinch Celebrates One-Year Anniversary as President of Inova Mount Vernon Hospital:** Roberta A. Tinch, MHA, FACHE is completing her one-year anniversary as President of Inova Mount Vernon Hospital and Administrator of the Musculoskeletal service line. She joined Inova last October from HCA Johnston-Willis Hospital in Richmond, a 300-bed hospital, and Level 3 Trauma Center, where she served as Chief Operating Officer. Prior to Johnston-Willis Hospital, Roberta was COO at HCA Spotsylvania Regional Medical Center in Fredericksburg and Associate Chief Operating Officer at HCA Brandon Regional Hospital in Tampa.

AREA NEWS & CURRENT EVENTS, CONTINUED



Melissa Robson, President of Novant Health's Northern Virginia Market, Serves as CEO for the Regional Health System: The Novant Health UVA Health System includes the following:

- ◆Novant Health UVA Health System Cancer Center
- ◆Novant Health UVA Health System Caton Merchant House
- ◆Novant Health UVA Health System Culpeper Medical Center
- ◆Novant Health UVA Health System Haymarket Medical Center
- ◆Novant Health UVA Health System Prince William Medical Center

All Novant Health access points in Northern Virginia, including primary care, specialty care, express care, and urgent care locations are affiliated with UVA.



Medical Director Ted Howe, MD, Retires from Brooke Grove Foundation: Ted Howe, MD, who has served as Brooke Grove Foundation's (BGF) medical director since 1986, has retired as of October 1, 2020, after 34 years of service. Dr. Howe set a high standard for physician care in skilled facilities, so much so that BGF's reputation parallels the very best in medical services in a skilled setting. Although COVID-19 restrictions require that his official retirement celebration be delayed, "we can reflect briefly here on some of the ways we respect Dr. Howe and look back on some of the milestones that stand out," wrote BGF President Dennis Hunter, Brooke Grove Retirement Village (BGRV) Executive Director Patty Anderson, and Western Maryland Regional Health Care Administrator Tim Berry in a recent letter to employees. Dr. Howe's certifications and accomplishments are many. They include:

- ◆Certified Medical Director of a Long-term Care Facility (CMD)
- ◆Fellowship in Geriatrics
- ◆Board-certified in Hospice and Palliative Medicine
- ◆Certified Wound Specialist Physician
- ◆Named Medical Director of the Year by The Mid-Atlantic Medical Directors Association (2016)
- ◆Served on the Geriatric Emergency Medical Advisory Committee of The Maryland Institute for Emergency Medical Services Systems (MIEMSS)

A servant leader, Dr. Howe is a consummate caring and expert geriatrician who is held in high regard for his: "Bullet points can never adequately describe how he has enriched our lives and the culture of Brooke Grove Foundation," concluded Mr. Hunter, Ms. Anderson, and Mr. Berry. "We are a better company, and we are a better people, for having Dr. Howe journey with us for these many years."

DID YOU KNOW?

FOUR TYPES OF EXERCISE YOU CAN DO WHILE PRACTICING PHYSICAL DISTANCING

Endurance Exercises to increase your breathing and heart rate:

- Brisk walking or jogging
- Yard work (mowing, raking)
- Dancing
- Biking
- Climbing stairs or hills

Strength Exercises help build and maintain muscles:

- Lifting weights – you can use common objects from your home, such as bottled water or soup cans
- Using a resistance band

Balance Exercises can help prevent falls and fall-related injuries:

- Tai chi
- Balancing on one foot

Flexibility Exercises improve your ability to move freely:

- Yoga
- Flexibility exercises with a chair or the wall

No matter your age, you can find activities that meet your fitness level and needs!

DID YOU KNOW?

1.5 million Americans are diagnosed with diabetes every year.

DID YOU KNOW?

More than 5 million Americans are living with Alzheimer's Disease.

DID YOU KNOW?

Five percent of Americans accounted for half of all the U.S. health-care spending in 2017.

DID YOU KNOW?

Someone in the US has a stroke every 40 seconds on average.

AREA NEWS & CURRENT EVENTS, CONTINUED



LifeBridge Health Partners with Live Chair Health to Offer Coronavirus Support and Expansion of Barbershop Health Screening Program:

A haircut, a shave, and a screening for COVID-19. A new partnership between LifeBridge Health and Live Chair Health will expand the program's innovative health screening initiative to more Baltimore-area barbers while also providing COVID-19 support in the form of PPE (personal protective equipment), screening tools, education, and resources for barbershop clients who think they may have had been exposed to the Coronavirus. The partnership builds on Live Chair Health's successful program working with local barbers to screen patrons for high blood pressure, BMI (body mass index), and other risk factors for heart disease and stroke. Program founders recognized that the trust, friendship, and camaraderie of the barbershop could be a vehicle for conversations around health concerns, which many men are reluctant to discuss.

"Live Chair Health understands the special bond, men have with their barbers and the potential to build on that bond to help men improve their health. At LifeBridge Health, we are thrilled to work with Live Chair Health on a pilot project to expand its reach initially to 20+ barbershops in our area, with the goal to connect with up to 1,000 additional clients," says Daniel Durand, M.D., chief innovation officer for LifeBridge Health. He continues, "During this pandemic, we are also pleased to be able to provide PPE to these barbershops as well as COVID screening tools, education, and support, including connections to help barbershop patrons access testing more easily."



CareFirst BlueCross BlueShield and University of Maryland Medical System Unveil Partnership to Drive Innovative Healthcare Statewide:

CareFirst BlueCross BlueShield (CareFirst), the region's largest not-for-profit healthcare company, and the University of Maryland Medical System (UMMS) today announced a new five-year partnership to address access and quality of care for the state's most vulnerable populations. The transformative work from this initiative will focus on population health, which is an approach to care aiming to improve the health outcomes for entire patient populations while also improving the healthcare experience and effectively managing costs. This includes enhanced support and focused care for the highest-risk patients to help them maintain a high quality of life through more efficient and effective management of their health.



Adventist HealthCare Unveils Plans to Create a Health Destination at National Harbor, Increasing Access to Advanced Ambulatory Care:

Adventist HealthCare announced recently plans to create a health destination in southern Prince George's County that will offer comprehensive specialty and preventative care services. The health system will occupy 73,000 square-feet of space at National Harbor in Oxon Hill, Maryland. The health destination will serve as a link between nearby Adventist HealthCare Fort Washington Medical Center and its new primary care facility, minutes away from the hospital. Together, the facilities will provide critical services that are essential to meeting the healthcare needs of the community. Adventist will occupy space in Medical Pavilion I, which is already constructed at 251 National Harbor Boulevard – and in the adjacent Medical Pavilion II scheduled to be constructed and occupied in the first quarter of 2022. Comprehensive services will include:

- an Ambulatory Surgery Center that will offer outpatient surgical services such as orthopedic, ophthalmic, cardiovascular, general surgery, and other surgical services
- the ability to perform a full range of clinical services including Diagnostic Imaging Services using state-of-the-art equipment for faster and more detailed testing
- a Cancer Center whereby surgeons can focus on breast, colorectal, prostate, and other cancer care
- additional outpatient amenities that address critical healthcare needs in the community such as a Vascular Clinic, Cath Lab, Rehab Center, and a Wound Care and Hyperbaric Center



The Washington Post Names Goodwin House Incorporated a 2020 Top Washington-Area Workplace:

Goodwin House Incorporated (GHI) has been named one of The Washington Post's 2020 Top Workplaces in the Washington, D.C. area. This is the second year in a row that Goodwin House received this honor. GHI is especially honored to be recognized because selection is based solely on employee feedback gathered through an anonymous third-party survey administered by research partner Energage, LLC. The Energage survey measures several aspects of workplace culture, including alignment, execution, and connection. As a leader in senior living and healthcare services, Goodwin House celebrates the uniqueness and diversity of its staff members. Its nearly 900 employees represent more than 65 different countries. During the COVID-19

pandemic, Goodwin House nurses, care partners, dining staff, maintenance workers, environmental services staff, life enrichment, and so many more have worked selflessly on the front lines to care for residents, members, patients, and one another. Through its Life Plan Communities, Goodwin House at Home program and a range of health care services – including Goodwin House Home Health, Goodwin House Home Care, and Goodwin House Hospice – Goodwin House supports, honors, and uplifts the lives of nearly 2,000 older adults every year.



Meritus Health, Hagerstown, MD - Washington County Health Dept.:

Healthy Washington County, co-chaired by leaders at Meritus Health and the Washington County Health Department, has successfully partnered with the Collaboration for Healthier Lives, a key initiative of The Consumer Goods Forum, since September 2017, on a private-public project called "One For Good," recently highlighted in a published report: <https://www.theconsumergoodsforum.com/wp-content/uploads/em-powering-US-shoppers-to-make-healthier-choices-final.pdf>.

WEAR A MASK - Together We Can Make a Huge Difference



The research is clear: individuals with COVID-19 can be symptom-free for up to five days, not realize they are carrying the virus and spread it to others more at risk than themselves. We all care for our families and those we love. Let's keep them safe! Wearing a face mask will help prevent the spread of infection and prevent the individual from contracting any airborne infectious germs. When someone coughs, talks, and/or sneezes they could release germs into the air that may infect others nearby. Face masks are part of an infection control strategy to eliminate cross-contamination.

Tips for safely putting on and taking off a mask:

- Only touch the ear loops when putting on a mask
- Avoid touching the front of the mask or your face
- Wear your mask above your nose
- If possible, wear glasses to protect your eyes
- When removing your mask, use the ear loops to remove
- Place your mask on a clean tissue or paper towel face down
- Wash and dry your homemade mask daily. The heat of your dryer helps to disinfect your mask. If you wear a surgical mask, wear a new one daily

DID YOU KNOW?

The Great American Smokeout – November 19, 2020



Quitting smoking isn't easy. It takes time. And a plan. You don't have to stop smoking in one day. Start with day one. Let the Great American Smokeout event on the third Thursday in November be your day to start your journey toward a smoke-free life. You'll be joining thousands of people who smoke across the country in taking an important step toward a healthier life and reducing your cancer risk. Plus, the American Cancer Society can help you access the resources and support you need to quit.

<https://www.cancer.org/healthy/stay-away-from-tobacco/great-american-smokeout.html>

“How to Manage Burnout and Ensure Quality Care: Leading Your Workforce Through COVID-19”



COVID-19 HAS PUT UNPRECEDENTED STRAIN ON THE HEALTHCARE WORKFORCE, AS IT HAS DEMANDED SIGNIFICANT CLINICAL RESOURCES AND CHALLENGED STAFF WELL-BEING. Recognizing these challenges, Medical Solutions recently partnered with Modern Healthcare to host a webinar and shared how health systems can efficiently manage staffing during the pandemic with a human-first approach in the areas of recruitment and retention, managing employee burnout and the importance of workplace culture.

Here are five key takeaways:

1. A lack of a support system and a lack of work/life balance are persistent contributors to healthcare worker burnout. In fact, 82% of nurses stated they've experienced significant workplace stress and as many as 25% of healthcare employees felt their organization offered too little mentoring. With the heightened stress caused by the pandemic, it's critical that facilities acknowledge and address staff who are overworked and find ways to help them to alleviate this stress and feel like they are supported and not alone.
2. Burnout can impact quality of care and your facilities' bottom line. When nurses work more than 13 hours a day, they are 2.6x more likely to leave their jobs in the next year. Recognizing the average cost of turnover for one bedside nurse is \$44,000—facilities can't afford to have nurses leave because they are overworked.
3. Your recruitment strategy should include an emphasis on technical fit and cultural fit. Traditionally, health organizations have a thorough vetting process based on skill set and training of an individual; however, Medical Solutions has found that focusing on the more subjective ways a candidate fits the culture of your team is equally as important to ensure they are the right match.
4. To avoid a lag in staffing, have a plan in place for an unforeseen influx of patients, as we saw with the COVID-19 pandemic. Some considerations may include evaluating your health system's dual employees to understand where gaps may be or have a staffing partnership in place to help with your projected staffing needs.
5. Statistics show that 83.3% of organizations view retention strategy as a key business initiative, and yet, despite this level of awareness, only 39.4% have a formal retention strategy plan in place. Some key steps to increase retention include being transparent, making leadership more visible, offering mental and emotional support for employees, and balancing your staff.

If you're interested in learning more about Medical Solution services and how they're addressing nurse burnout, please listen to the "How to manage burnout and ensure quality care—Leading your workforce through COVID-19" webinar or contact Mike Daeges at 402.986.5153 or mike.daeges@medicalsolutions.com.



ENDORSED PARTNERS

THE HEALTHCARE COUNCIL IN CONJUNCTIONS WITH ITS WHOLLY-OWNED SUBSIDIARY, SHARESOURCE, IS TO SERVE ITS MEMBERSHIP IN THE PROMOTION OF PROGRAMS AND SERVICES THAT WILL ENHANCE THE MEMBERS' ABILITY TO OPERATE THEIR ORGANIZATIONS SUCCESSFULLY AND COST EFFECTIVELY. ShareSource, as part of The Healthcare Council, integrates with the association's core function by recruiting partners who can help hospitals and other healthcare providers resolve tough pain points. These endorsed partners, in turn, engage teams to help solve problems by identifying and understanding the right problem to solve. If you would like to be in touch with any of the endorsed partners, please email us at lpitton@healthcare-council.org, djohnson@healthcare-council.org, jshaffer@healthcare-council.org, craiford@healthcare-council.org or call 301-731-4700.

Strategic Laboratory Solutions for Hospitals & Integrated Delivery Networks



Celebrate Our Diversity | Celebrate Pride

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- Reference work integration: They consolidate your hospital's existing reference work into Quest Diagnostics testing network.
- Materials/equipment pricing advantages: Benefit from their purchasing economies of scale for reagents, supplies and equipment.
- Tier 2 volume testing: Move existing non-urgent work performed at your hospital into the Quest Diagnostics testing network to:
 1. Reduce unnecessary supply and labor costs
 2. Improve turnaround time
 3. Ensure seamless physician service without disruption

Contact: Akhil Singh, Director, Product Marketing, Professional Lab Services, Quest Diagnostics | Action from Insight | 500 Plaza Drive | Secaucus, NJ 07094 USA | phone 908.705.5496

Akhil.K.Singh@QuestDiagnostics.com | QuestDiagnostics.com (Mention Agreement #19-104)

ENDORSED PARTNERS

Ascella Health Complete Specialty Pharmacy Management - Seamless Integration Designed to Support Your Goals and Strategic Initiatives

Complete Specialty Pharmacy Management



AscellaHealth is a Specialty Pharmacy benefits manager that provides a complete range of comprehensive prescription drug benefit management services. Our services use technology platforms that provide data analytics, patient education, therapy optimization programs, and unique clinical programs for limited distribution products that generate savings for our clients and promote enhanced patient health outcomes. We approach each client based on their specific needs, either white labeling or providing our services à la carte for the pharmacy and medical benefit.



AscellaHealth has a particular focus on patients with high-cost rare disease states, including Hemophilia, Hereditary Angioedema, IVIG, and Multiple Sclerosis. We ensure that these members receive specialized access to the right therapies and additional support to avoid hospitalizations or complications. Our rare disease programs have earned AscellaHealth strategic partnerships with national advocacy groups, including the National Hemophilia Foundation.

Discover a better approach to managing specialty medical and pharmacy benefits. Contact us today.

1055 Westlakes Dr. Suite 175 Berwyn, PA 19312 | AscellaHealth.com | 877-389-9040

Our Solutions At a Glance



Seamless integration designed to support your goals and strategic initiatives.

Who We Service <ul style="list-style-type: none"> Medicare Part D PACE Long-term care and institutional Third-party administrators (TPA) Brokers Employer groups Hospitals and health systems Unions Health plans Special needs plans 	Clinical Solutions <ul style="list-style-type: none"> Patient care coordination Formulary management services Drug utilization review Case management services/therapy management Pharmacy and therapeutic management committee Specialty drug management Drug info and news reporting Therapy optimization programs Site-of-care management Outcomes management Innovative programs and clinical expertise for high-touch infusion services and self-administered therapies
What We Offer <ul style="list-style-type: none"> Customizable pharmacy and medical benefit management services Innovative programs designed to minimize cost and maximize patient health and positive outcomes A virtual digital health technology platform providing data analytics and clinical integration Specialty Pharmacy and infusion management Hospital wrap-around services Limited distribution drug access 	A La Carte PBM Services <ul style="list-style-type: none"> Flexible claim adjudication system Real time detailed claims data Drug benefit management National retail network (65k+ nationwide)
	Specialty Pharmacy Services <ul style="list-style-type: none"> Full-spectrum Specialty Pharmacy and infusion services for complex conditions Custom medical and drug benefit management Specialty Pharmacy carve-out solutions Patient-centric care Reinforcing adherence resulting in improved treatment outcomes

More than just a full-service PBM, **AscellaHealth** is an innovative, pharmacy benefit manager (PBM) serving commercial, Medicare and Medicaid segments offers high quality prescription drug management services along with other customizable services, such as carved-out specialty pharmacy services and cost-savings programs through its unique and proprietary service that extends discounts on prescription medications to customers better than any other PBM in the industry. (Mention Agreement #20-101)

Jackson Physician Search Guarantee Results and Deliver Service Excellence



Jackson Physician Search specializes in permanent recruitment of physician and advanced practice providers to locations across the United States. Their mission, rooted in four decades of service in healthcare is to always deliver what they promise. That's why hospitals and healthcare facilities of all sizes rely on their expertise to find ideal candidates for their physician openings, and providers come to them to explore new practice opportunities. Contact: Trevor Strauss, MBA, Regional Vice President, www.JacksonPhysicianSearch.com, Mobile: 678.478.7469, Office: 770.643.5581. (Mention Agreement #20-104)

ENDORSED PARTNERS

PATIENT-CENTERED UNCOMPENSATED CARE REVENUE RECOVERY SOLUTIONS



The **Allēus** team leverages their extensive healthcare, finance, and legal industry expertise to transform lucrative third-party payer liability and litigation recovery opportunities into tens of millions in bottom-line revenue for our clients. Their proprietary, HITRUST® certified technology platform, advanced analytics, and patient-centered advocacy services qualify potential high-value healthcare revenue opportunities with a strong likelihood of successful recovery from targeted analysis of provider uncompensated/undercompensated care data, associated clinical encounters, or payer paid medical and pharmacy benefit claims.

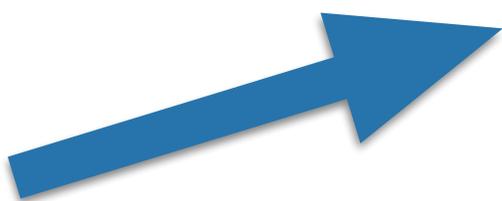
They provide clients with transparent insight into the most effective third-party healthcare recovery strategies tailored to their organization and a sophisticated analysis of relevant legal and healthcare business intelligence so that they can decide which recovery opportunities to pursue. Using legally compliant and compassionate direct outreach campaigns, their patient advocates help individuals understand their potential rights and the ways Allēus can assist in pursuing their rights. When they identify an individual who is already pursuing a claim, they gather sufficient information to file a lien to protect their client’s right to recover associated UCC charges.

Backed by the resources of their affiliate, Plexos Group, a full-service business consulting, program management, and third-party administration firm, they draw upon their platform and relationships to efficiently navigate the claims, settlement, and disbursement of recoveries while ensuring compliance with all applicable laws and regulations. Contact: Keith G. Minella, Allēus Health Analytics, One Penn Plaza, Suite 3672, New York, NY 10019, Direct: 212-548-3918 | Mobile : 203 858-7770 keith.minella@alleushealth.com, www.alleushealth.com (Mention Agreement #19-100)

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to Unlock Savings!**



A Premier® Marketplace

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reference code: ShareSource when you register



time to
unlock savings.

sign up as a business member – it's free!



THE BOARD CORNER:

Role of Board Members in a Healthcare Executive Search

by Tyler & Company

Leadership transitions are often not anticipated, but they are inevitable. As a Board member, the pressure that comes with an unplanned transition can be especially challenging. It is the duty of the Board and the search committee to find the best candidate to fill the critical leadership role – usually with an underlying sense of urgency. Before you start losing sleep over filling an executive role, there are some steps you can take to make the process easier. Below are the steps Board members play in the executive search process.

- **Select a Search Committee Chair**

Selecting the right search committee Chair is an important first step in the executive search process. The Chair will serve as the liaison between search committee members, HR, the Board of Directors, and the executive search firm.
- **Recruit and Appoint a Strong Search Committee**

Appoint Board members who are the most active and knowledgeable on the work being done by the organization.
- **Partner with a Specialized Executive Search Firm**

Investing in the expertise of an executive search firm that specializes exclusively in the healthcare industry and has a proven track record of success in healthcare can get the very best talent to move your organization’s agenda forward while saving significant time and money.
- **Develop an Ideal Candidate Profile That Aligns With The Strategic Plan**

Board members should share the characteristics and skills they feel are necessary for the next executive leader.
- **Support the New Leader**

The executive search process does not end when the candidate is chosen and the offer is accepted. Commit to giving 90-day feedback to the newly appointed executive. Board members should designate a Board member to regularly engage and support the new leader. The success of the organization is closely tied to everyone’s cooperation with the new hire.

The Healthcare Council

“The Healthcare Council is a non-profit organization that serves the needs and interests of our members in the Mid-Atlantic region—all of whom are in the business of healthcare. Our goal is to foster collaboration and cooperation to help our members accomplish things together that they could not achieve on their own.

Here are some of the ways that The Healthcare Council provides benefits to members:

- Providing forums to discuss shared challenges and best practices
- Promoting the common interests of healthcare providers and health systems
- Proactively addressing new education and compliance requirements
- Sharing best practices identified through data analytics
- Providing detailed workforce surveys
- Utilizing our vast resources and extensive industry knowledge to connect members with subject matter experts
- Convening regional healthcare leaders and providing critical access to peers, lawmakers, and educational resources
- Facilitating awards ceremonies to recognize outstanding employees
- Helping to improve performance through education programs such as seminars and webinars, and through sponsored events and speakers

We are also the parent company of ShareSource, a GPO that vets and negotiates best-in-class contracts at the local, regional, and national levels to save providers time and money, while providing superior customer service.

As you can tell, The Healthcare Council is all about sharing knowledge and sharing solutions. That’s what makes our membership network so strong and influential.”

ShareSource

“ShareSource is a Group Purchasing Organization that brings cost savings and purchasing power to our members. Not only does ShareSource provide access to regional contracts but also to a national portfolio of contracts through our affiliation with Premier. Operating under our parent company, The Healthcare Council, ShareSource has members both within the health sector and outside of it, including hospitals, post-acute healthcare providers, hotels, religious organizations, schools and universities, and business and industry across all sectors.

By activating contracts on behalf of our members, ShareSource saves them the time and hassle of contacting vendors themselves, one by one. And by leveraging the power of our collective membership, we get them significant discounts on products and services.

Finally, we take pride in our outstanding service, and the reputation ShareSource has earned for always “being there” when our members need us most.”



DID YOU KNOW?

Heart Disease remains the number 1 cause of death in the US.



DID YOU KNOW?

Projections show that by 2035, the total direct cost of HIGH BLOOD PRESSURE could increase to an estimated 220.9 billion.



THE Healthcare Council

Collaboration.
Cooperation.
Education.

Les H. Pitton
President & CEO
lpitton@healthcare-council.org

Debbie Johnson
Director, Partner Development
djohnson@healthcare-council.org

Christopher N. Howard
Divisional & Account Services Director
cnhoward@healthcare-council.org

Cheryl E. Thomas
Executive Assistant and Office Manager
cethomas@healthcare-council.org

Jenn Johnson
Controller
jjohnson@ltbd.com

Crystal Raiford
Department Assistant
craiford@healthcare-council.org

Jami Shaffer
Member Services Manager
jshaffer@healthcare-council.org

Jill Tipton
Office Assistant
rjtipton@healthcare-council.org

Council Vision - To meet the healthcare challenges of tomorrow by working together today.

The Council functions as a neutral intermediary to facilitate networking and to provide member driven services.

Mission Statement - The Healthcare Council is a membership organization dedicated to helping members reduce costs, encouraging co-operative working relationships, and promoting quality healthcare in our region.

The Council: The Healthcare Council is an organization of consisting of hospitals and allied health care facilities, associations and educational institutions located in the Mid-Atlantic region. The purpose of the Council is to provide for members "strategic and business advantages" that no single institution or system can efficiently or economically develop alone. Divisions of specific activity have been formed to carry on the ever changing tasks at hand. These divisions develop information and improve performance using cooperative networking meetings, surveys, group discussion and analysis and continuing education programs. The aim of the Council's wholly-owned subsidiary, ShareSource is to serve its membership in the promotion of programs and services that will enhance the members' ability to operate their organizations successfully and cost effectively with integrity and competency.

The Healthcare Council is a not-for-profit 501(c)(3) corporation

The Council has opportunities for Associates: For membership information, call 301-731-4700

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THE HEALTHCARE COUNCIL OF THE NATIONAL CAPITAL AREA
CENTERPARK II - FIRST FLOOR 4061
POWDER MILL RD, STE 100
CALVERTON, MD 20705
PH: 301-731-4700

WWW.HEALTHCARE-COUNCIL.ORG

Interested in Joining The Healthcare Council?

The Healthcare Council continues to develop its All-Inclusive, Broad-Based Association of Members to accurately reflect the providers of care doing business in its service area encompassing the Mid-Atlantic Region. It is committed to creating and providing opportunities for new members and associates while keeping member dues low. It serves its members with detailed communications and professional contacts, partnerships, timely educational programs, surveys, collaborative efforts, and strategic alliances.

To learn more about joining The Healthcare Council and/or participating in our ShareSource, please contact Cheryl Thomas or Debbie Johnson at 301-731-4700 or visit us at www.healthcare-council.org.