

B2B SELLING PLAYBOOK



PARTNERSHIPS FOR SUCCESS:

Transforming health care access and delivery through B2B innovation

Dear Valued Partners,

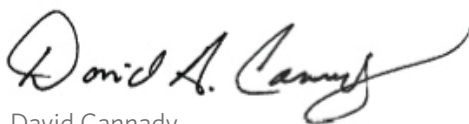
Bon Secours Mercy Health leads the way in strategically transforming health care delivery and services. Long renowned for providing compassionate, high-value health care through its hospitals and clinical sites in the U.S. and Ireland, the ministry also demonstrates thought leadership and innovation through an expanding portfolio of growth-oriented businesses.

Our platform of business-to-business (B2B) subsidiaries help us leverage economies of scale to enhance health care access, improve outcomes and drive value across a vast array of investments, partnerships, mergers and acquisitions. We bring specialized resources to each of these portfolio investments across areas such as value-based care programs, digital innovation, outsourced care management, supply chain transformation, complex prescription management, consulting and much more.

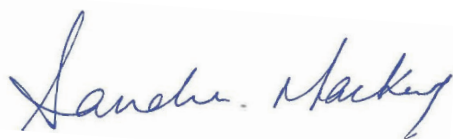
With a long-term commitment to invest in innovative, forward-looking businesses that support and bolster traditional health care service, focusing on our B2B platform is critical to drive meaningful, diversified revenue that extends beyond our current footprint.

This guide provides you with the profiles of our B2Bs, all of which demonstrate our excellence in healthcare as well as business. Our goal is to utilize these assets to deepen client relationships, differentiate our offerings, and achieve sustainable growth. In an increasingly competitive and challenging landscape, hospitals and health systems need more than just great programs—they need strategic insights, tailored approaches, and the right partnerships to succeed. We deliver this and more through our growing B2B portfolio.

We understand that selling to healthcare organizations is not just about closing deals; it's about building trust, understanding the unique needs of your clients, and ultimately improving patient outcomes. Those relationships we form today will define the future of healthcare – a future where BSMH generates long-term value through targeted investments like these that align with our mission to truly transform how care is delivered.



David Cannady
Chief Strategy Officer, Bon Secours Mercy Health



Sandra Mackey
Chief Marketing Officer, Bon Secours Mercy Health

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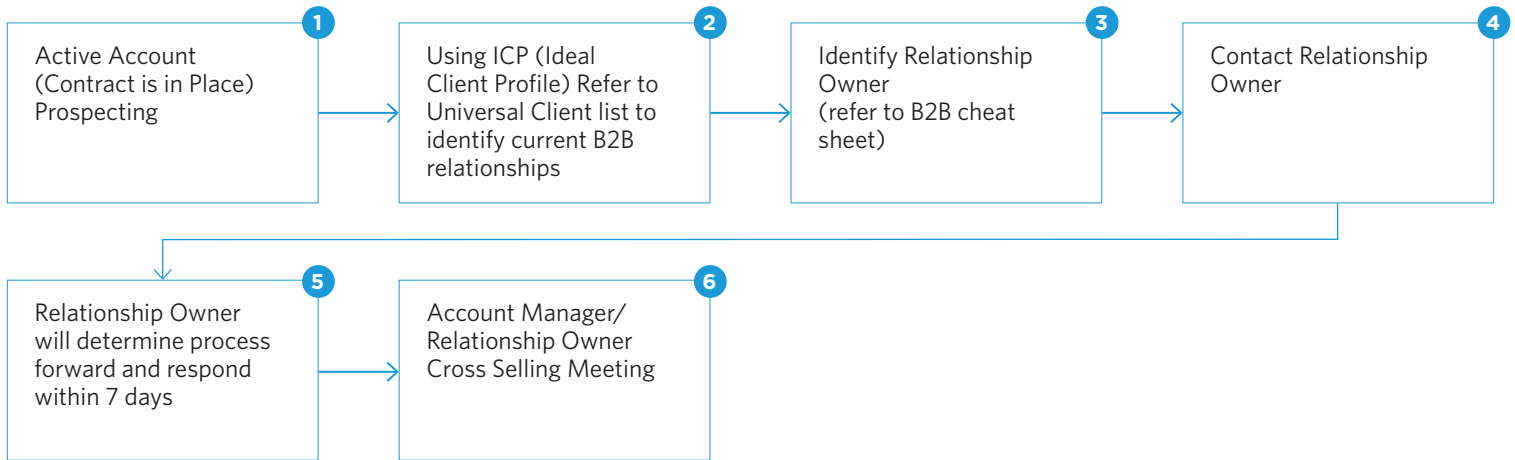
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RULES OF ENGAGEMENT

These rules of engagement were developed to increase collaboration and avoid duplicate efforts in prospecting, developing and growing new customer accounts.

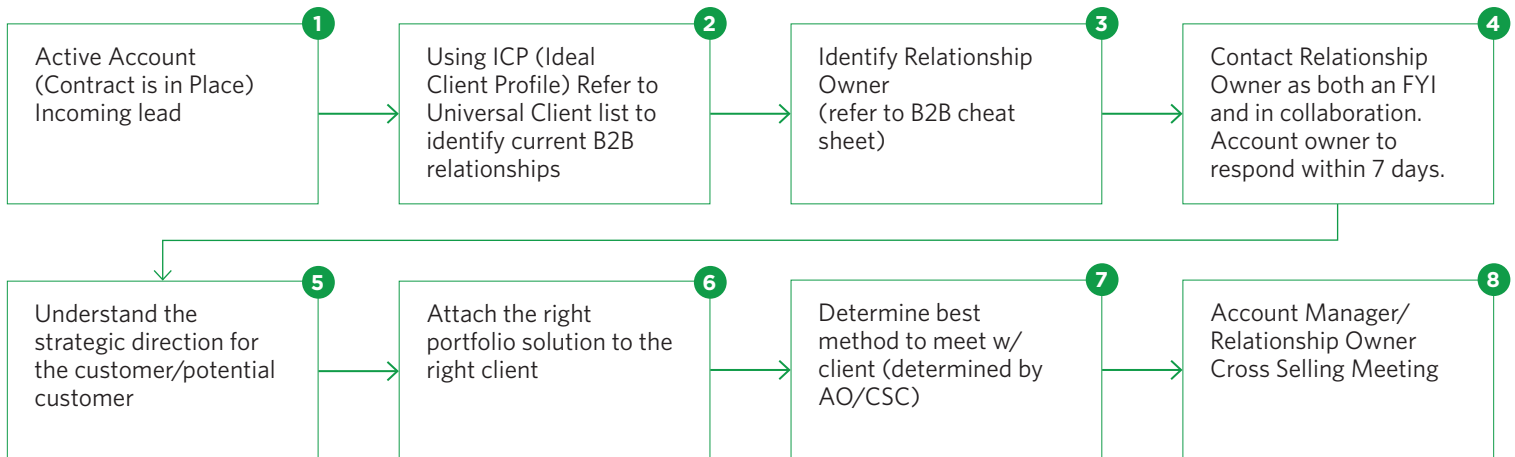
PROSPECT (EXISTING ACCOUNT)

This is an existing account with a contract in place, which has been identified as a new opportunity for an additional or expanded B2B contract.



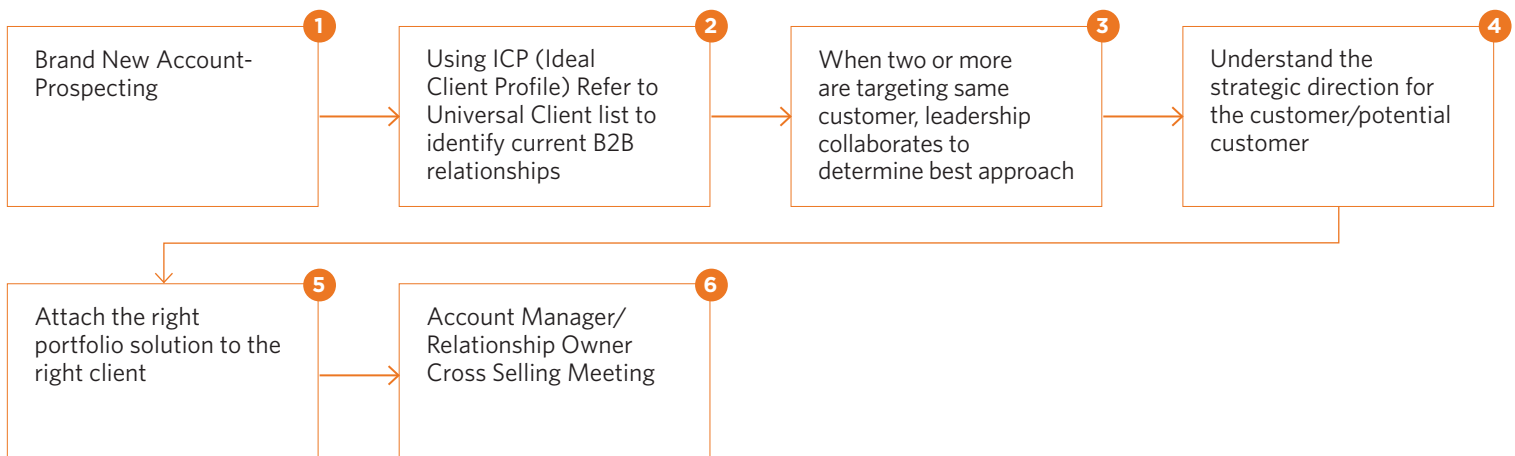
LEAD (EXISTING ACCOUNT)

This is an existing account with a contract in place, which has proactively reached out to get more information about a new or expanded B2B contract.









PROSPECT (NEW ACCOUNT)

This is a new account without an existing contract, which has been identified as a new opportunity for a B2B contract.



B2B ROSTER

Here's a lineup of our BSMH portfolio companies that are providing exceptional, measurable value both inside and outside of our health system.

| Company | Description | Key Contacts |
|--|---|--|
|  | <p>Advantus manages and operates a complex supply chain organization with a modular design to fit any channel or scale of health systems. We provide back office solutions in contracting, analytics and clinical intelligence and run core operations inside the walls of the healthcare setting.</p> | <p>Dan Hurry, President; djhurry@advantushp.com John Wright, COO; jwright3@advantushp.com Rick Roycroft, Chief Growth Officer; RRoycroft@advantushp.com Seth Wardell, Executive Director of BD; swardell@advantushp.com</p> |
|  | <p>Provide health services to employees either at one of our occupational health clinics or at a dedicated onsite employer clinic. Contracted with and billed directly to the employer, not insurance.</p> | <p>Kirsten Saint Clair, President Adam Vraves, VP Strategy / Sales Mike Bramhall, VP Operations</p> |
|  | <p>A relationship model designed to improve communication among providers and optimize growth for the medical group, network and market operations across our communities.</p> | <p>Kelly Nicholls, VP Angela Birney, System Director (Paducah, Cincinnati, Toledo, Lorain, Lima, Youngstown) Wendy Phelps, System Director (Springfield, Richmond, Greenville, Hampton Roads)</p> |
|  | <p>Supporting the growth of BSMH ambulatory surgical footprint through joint venture opportunities with employed and independent surgeons. These opportunities support strategic alignment with commercial and governmental payers reducing overall costs.</p> | <p>David Killean, VP Ambulatory Services; dkillean@mercy.com; 615-364-6018 Jasna Karamehmedovic, VP Diversified Growth; JKaramehmedovic@bsmhealth.org; 773-636-2281 Sean Rambo, President Compass Surgical; srambo@compass-sp.com; 404-822-4716 Scott Bacon, VP Development; sbacon@compass-sp.com; 919-797-3629 Michelle Schwarz, System Director Ambulatory Surgical Services; mlschwarz@mercy.com; 513-316-1535</p> |
|  | <p>Compassus is the Joint Venture partner, managing BSMH Home Health and Hospice programs throughout OH, VA, KY, SC and FL.</p> | <p>Andrew Monroe - Division President & Exec. Sponsor; Andrew.Monroe@compassus.com Jeff Marsh - Chief Growth Officer; jeffrey.marsh@compassus.com Laura Templeton - Chief Operating Officer; laura.templeton@compassus.com</p> |
|  | <p>Improving access to quality health care through nurse-first triage services and helping health care systems optimize their transfer center services.</p> <p>Nurse First Triage Avoid unnecessary ED visits Reduce Network leakage Improve Patient Acquisition & Optimize Growth</p> | <p>Cheryl Dalton Norman, President; cdalton-norman@conduithp.com; 865-604-4751 Dominique Wells, COO; DominiqueWells@conduithp.com; 513-502-1589 Dusti Browning, VP Growth and Client Solutions; dlbrowning@conduithp.com; 513-312-1807 Kris LaHote, Manager Program Management Office; kristine_lahote@conduithp.com; 419-340-6892</p> |

B2B ROSTER

(Continued)

Company

Description

Key Contacts



Ensemble manages end-to-end revenue cycle services to hospitals, health systems and provider groups. We guarantee a 5-10% reduction in cost and a recurring 3-5% increase in annual net patient revenue. Unlike our competition, we are a company of elite revenue cycle operators and do not rely heavily on offshore staffing resources.

Judson Ivy, Founder and President;
Judson.Ivy@ensemblehp.com
Ben Foster, Chief Commercial Officer;
Ben.Foster@ensemblehp.com

Harness Health Consulting

PAM is embedded in your existing payments process and facilitates a prepayment review of 100% of selected potential referral source transactions. Any deficiencies/ errors are tracked and corrected prior to payment. Significantly reduces risk, improves controls, avoids regulatory costs, and has a return greater than the cost of the service (separate from the regulatory cost avoidance).

Jerry Lear, Chief Internal Audit Officer
Chris Wasik, System Director IA
Mark Despoth, Director IA/PACE



Manages employee prescription benefits (PBM)
340B consulting/auditing/managing

Lance Lomax - PBM Management (513) 485-4437
Amanda Gordon - 340b Consulting (513) 478-0506



Health Select Services (HSS) uses a clinical approach integrated with a technical platform that supports health care and Accountable Care Organizations (ACOs) achieve value-based care performance results.

Jean Haynes, Chief Population Health Officer
Kelli Chovanec, VP, Clinical Services for Population Health
Operations contact: Carla Stephens, Population Health Client Management Specialist



Nordic partners with clients to optimize the value of health IT investments and shape the future of healthcare through strategic advisory, technology deployment, digital innovation and comprehensive managed services. Our team brings a depth and breadth of experience to help hospital systems advance clinical, financial, and operational transformation.

Stu McLean, Interim CEO
Paul Slaughter, COO; paul.slaughter@nordicglobal.com
Katherine Sager, Chief Consulting Officer;
katherine.sager@nordicglobal.com
Dan Stoke, Chief Growth Officer;
daniel.stoke@nordicglobal.com
Mickey Davis, Managed Services EVP;
mickey.davis@nordicglobal.com
Terri LeFort, President Nordic International;
terri.lefort@nordicglobal.com

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| Company Name | Advantus Health Partners |
| Other Naming/Reference | Advantus Health Partners |
| Description | Advantus manages and operates a complex supply chain organization with a modular design to fit any channel or scale of health systems. We provide back office solutions in contracting, analytics and clinical intelligence and run core operations inside the walls of the healthcare setting. |
| Value Proposition | Comprehensive Supply Chain Solutions company that meets clients where they are. Our menu of services can be tailor fit based on maturity, scale and readiness. Our contracting approach is narrow and deep yielding double digit savings for clients and improving quality of service. |
| Services | We offer supply chain solutions while also offering top tier pricing through our GPO as secondary or tertiary. |
| Company Contacts | Dan Hurry, President, djhurry@advantushp.com; John Wright, COO, jwright3@advantushp.com; Rick Roycroft, Chief Growth Officer, RRoycroft@advantushp.com; Seth Wardell, Executive Director of BD, swardell@advantushp.com |
| Relationship Owner | Seth Wardell swardell@advantushp.com; 904-293-5023 |
| Industry Terms or Topics | GPO, Supply Chain Solutions |
| Competitors | Premier, TRG, HealthTrust, Vizient |
| Ideal Client Profile | Small to mid-size IDN's with 1-5 hospitals for comprehensive services, Large IDN's for specific offerings |
| Target Roles | CFO, COO, CEO, CNO, CMO, Supply chain VP/managers/directors, VP of value analysis, Chief Supply Chain Officer. |
| Partners/Clients | Clients: BSMH, Premier Health, Salem Health, Delta Health, Roper, Larkin Health, LACNY, USPH Strategic Operation Partners: Alliant Purchasing, TruPointe Partners, Alliance Cost Containment, Warrior Outdoors, Greater Dayton Area Hospital Association Strategic Suppliers: Medline, HHS, GE Healthcare, SupplyCopia, Medtronic, JnJ |
| Geography | National |
| Online | https://advantushp.com/contact/ |
| Companion Companies | Can bring value to any of the portfolio companies as our services are free and non legal binding |

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|------------------------|--|
| Company Name | Mercy Health Occupational Health / Bon Secours Occupational Health |
| Other Naming/Reference | Occ Health, Occ Med, Employer Services |
| Sales Council Contact | Adam Vraves |
| Description | Provide health services to employees either at one of our occupational health clinics or at a dedicated onsite employer clinic. Contracted with and billed directly to the employer, not insurance. |
| Value Proposition | With nearly 75 access points in four states, Bon Secours/Mercy Occupational Health provides employers with healthcare services designed to keep employees safe and on the job. We provide the highest quality pre-hire Occupational Health services along with safe, expedited return-to-work post injury. |
| Services | Services include worker injuries, employment screenings, drug/alcohol testing, fit testing, physical exams, and general health checks. |
| Industries | Occupational Health, Occupational Medicine, Employer Services, Workers Compensation |
| Company Contacts | Kirsten Saint Clair, President Adam Vraves, VP Strategy / Sales Mike Bramhall, VP Operations |
| Relationship Owner | Dan Gerker, National Sales Director DGERKER@mercy.com, (314) 330-5810 |
| Competitors | Concentra, Crossover Health, XYZ health system occ health |
| Ideal Client Profile | Generally 100+ employee companies in blue collar industries such as hospitality, manufacturing, construction, etc. |
| Target Roles | Human Resources, Safety Manager, Employee/workplace Safety |
| Partners/Clients | 1,000+ companies across our markets; large onsite customers include GE, P&G, Michelin |
| Geography | BSMH footprint (OH, VA, KY, SC) |
| Online | https://www.bonsecours.com/health-care-services/occupational-health# |
| Companion Companies | Conduit: Nurse Triage is VERY complimentary to Occ Health onsite services. We include as third leg of our stool (Onsite, Near site, and remote triage) |

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| Company Name | BSMH Physician and Provider Relations |
| Other Naming/Reference | PPRM |
| Sales Council Contact | Kelly Nicholls |
| Description | A relationship model designed to improve communication among providers and optimize growth for the medical group, network and market operations across our communities. |
| Value Proposition | The physician and provider relations team is a market-based shared service whose primary objectives are to optimize patient retention, new patient volume, and provider engagement by initiating and strengthening referral relationships across our care continuum through improved communication and elimination of care delivery barriers. |
| Services | PPRMs serve as a conduit of communication to physicians and providers practicing medicine in BSMH Markets, keeping them informed and making sure their voice is heard. Additionally, the PPRM serves as counsel to market leadership, providing competitive performance reviews of key services featured in the market product portfolio. Finally, the PPRM team facilitates issue resolution, often leading to improvements across the care delivery model. |
| Industries | Quality, Access, Report Delivery, Patient Satisfaction, Cost, Network Adequacy, Communication, Engagement |
| Company Contacts | Kelly Nicholls, VP Angela Birney, System Director (Paducah, Cincinnati, Toledo, Lorain, Lima, Youngstown) Wendy Phelps, System Director (Springfield, Richmond, Greenville, Hampton Roads) |
| Relationship Owner | Wendy Phelps Angela Birney |
| Competitors | Health Systems and Medical Groups in the BSMH Footprint |
| Ideal Client Profile | Target Primary Care physicians and specialists practicing inside the BSMH footprint. Also target urgent care sites and non competing hospitals. |
| Target Roles | Physician, APP, Practice Manager, Nurse |
| Partners/Clients | Bon Secours Mercy Health Hospitals, Bon Secours Mercy Health Employed Specialists, Bon Secours Mercy Health Population Health |
| Geography | BSMH Footprint |
| Companion Companies | Occ Health, Urgent Care, Conduit, Nordic ation Health; Mercy Health Select; legal entity under HealthSpan Partners |



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| Company Name | Compass Surgical Partners |
| Other Naming/Reference | Compass Surgical Partners; BSMH-CSP Master Joint Venture; Surgical Ventures; BSMH-CSP SV DE, LLC |
| Description | Supporting the growth of BSMH ambulatory surgical footprint through joint venture opportunities with employed and independent surgeons. These opportunities support strategic alignment with commercial and governmental payers reducing overall costs. |
| Value Proposition | ASC partnership alignment between BSMH-CSP and syndicated physicians (proceduralist/surgeon), including independent physician groups and employed physicians, while providing convenient access and low cost surgery for patients |
| Services | With a 51% BSMH ownership through these joint ventures, we are able to utilize BSMH managed care/ payer and GPO Contracts and support to our value based programs through reduction of costs to our patients, providers and health system. Our partnership with Compass Surgical provides physician syndication oversight and expertise in ambulatory surgery center operations and management. |
| Company Contacts | David Killean, VP Ambulatory Services; dkillean@mercy.com; 615-364-6018 Jasna Karamemedovic, VP Diversified Growth; JKaramemedovic@bsmhealth.org; 773-636-2281 Sean Rambo, President Compass Surgical; srambo@compass-sp.com; 404-822-4716 Scott Bacon, VP Development; sbacon@compass-sp.com; 919-797-3629 Michelle Schwarz, System Director Ambulatory Surgical Services; mlschwarz@mercy.com; 513-316-1535 |
| Relationship Owner | David Killean, VP Ambulatory Services; dkillean@mercy.com; 615-364-6018 |
| Industry Terms or Topics | Ambulatory Surgical Services, ASC, Joint Ventures, ASC JV, Syndication, Regulatory |
| Competitors | Surgical Care Affiliates, USPI, AmSurg, Value Health, Regent Surgical Health, Atlas |
| Ideal Client Profile | Independent Physician Groups (Proceduralist), Specialty and Payer Mix targets, alignment strategy for the market/system |
| Target Roles | Master JV Board Members (BSMH COO, CFO, CMO, Compass President and CFO) - Market President, COO, CFO for individual JV ASC Projects |
| Partners/Clients | BSMH Primary/Secondary and Tertiary Markets, Independent Physician Groups (Ortho/Spine, GI, and Cardiovascular), Acquisition Targets in new markets |
| Geography | National through our Compass Partnership |
| Online | https://www.compass-sp.com/ |
| Companion Portfolio Companies | Advantus, Health Select Services, Pharmacy, BSMH Provider Relations |



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| Company Name | Compassus |
| Other Naming/Reference | Bon Secours at Home - Home Health & Hospice; Mercy Health at Home - Home Health & Hospice |
| Description | Compassus is the Joint Venture partner, managing BSMH Home Health and Hospice programs throughout OH, VA, KY, SC and FL. |
| Value Proposition | Compassus partners with Health Systems, to optimize homebased care services, resulting in a higher quality patient experience, outcomes, improved hospital KPIs and a sustainable/profitable Homebased Care platform (i.e. Home Health & Hospice for BSMH). |
| Services | Compassus provides integrated homebased care support across a continuum of services. For BSMH, these include Skilled Home Health Care and Hospice Care, as well as the MSO functional support that goes along with that (i.e. Branding, Communications, Compliance, IT, Contracting, etc.) for those services. |
| Company Contacts | Andrew Monroe - Division President & Exec. Sponsor; Andrew.Monroe@compassus.com Jeff Marsh - Chief Growth Officer; jeffrey.marsh@compassus.com Laura Templeton - Chief Operating Officer; laura.templeton@compassus.com |
| Relationship Owner | Jeff Marsh - Chief Growth Officer; jeffrey.marsh@compassus.com |
| Industry Terms or Topics | Home Health, Hospice, Advanced Care Planning |
| Competitors | Amedysis; LHC, etc. |
| Ideal Client Profile | Health Systems, Hospitals, Physician Practices, Assisted Living, Long-Term Care, SNF. Any location that interacts with patients requiring rehabilitative or care for the seriously ill. |
| Target Roles | CEO, CFO, CSO - Health Systems CFO, Biz Dev. or Strategy leaders - LTC, ALF CMOs & Physicians |
| Partners/Clients | Numerous Health Systems, ACOs, Provider Groups and LTC Chains |
| Geography | National (30 States) |
| Online | www.compassus.com/partnership-solutions |

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| Company Name | Conduit Health Partners |
| Other Naming/Reference | Access Health Partners DBA Conduit Health Partners |
| Sales Council Contact | Cheryl Dalton-Norman |
| Description | <p>Improving access to quality health care through nurse-first triage services and helping health care systems optimize their transfer center services.</p> <p>Nurse First Triage</p> <p>Avoid unnecessary ED visits</p> <p>Reduce Network leakage</p> <p>Improve Patient Acquisition and Optimize Growth</p> |
| Services | <p>Nurse Triage Services</p> <p>Outsourced Transfer Center Services</p> <p>Healthcare Call Center Scheduling (post triage)</p> <p>Virtual Care - Remote Patient Monitoring and Hospital at Home</p> |
| Industries | <p>Transfer Center - Network leakage, Access to Care</p> <p>Nurse Triage - nurse triage, after-hours triage, 24/7 support, FQHC, population health, social determinants of health</p> |
| Company Contacts | <p>Cheryl Dalton Norman, President; cdalton-norman@conduithp.com; 865-604-4751</p> <p>Dominique Wells, COO; DominiqueWells@conduithp.com; 513-502-1589</p> <p>Dusti Browning, VP Growth and Client Solutions; dlbrowning@conduithp.com; 513-312-1807</p> <p>Kris LaHote, Manager Program Management Office; kristine_lahote@conduithp.com; 419-340-6892</p> |
| Relationship Owner | <p>Angela Martin - AKMartin@conduithp.com - 513-763-0083</p> <p>Sandy Pauls - SJPauls@conduithp.com - 859-466-0668</p> |
| Competitors | <p>Transfer Center - About Healthcare, Teletracking, Hospitals that do own transfers</p> <p>Nurse Triage - Access Nurse, IntellaTriage, TriageLogic</p> |
| Ideal Client Profile | <p>Ideal Transfer Center Client - Health System, Acuity > 2.5 CMI, 3 COEs/Accreditations, Operates on EPIC, Employed provider network, currently does not have a transfer center</p> |
| Target Roles | <p>Transfer Center - COO, or CNO, CFO, CEO, CMedicalO, CIO</p> <p>Nurse Triage</p> <p>Health System - COO, or CNO, CFO, CEO, CMedicalO, CIO</p> <p>Managed Care - VP of Experience, Population Health Officer, Chief Medical Officer, Quality Officer, CFO, Procurement (Managed Care org)</p> <p>Large Multi-Specialty Practice - Chief Medical Officer, Chief Financial Officer, Chief Operations Officer, Practice Manager, Providers"</p> |
| Partners/Clients | <p>PerfectServ</p> <p>Christus - Important Client - Nurse Triage for Provider Groups</p> |
| Geography | United States |
| Online | https://www.conduithp.com/contact/ |

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| Company Name | Ensemble Health Partners |
| Sales Council Contact | Rob Guthrie |
| Description | Ensemble manages end-to-end revenue cycle services to hospitals, health systems and provider groups. We guarantee a 5-10% reduction in cost and a recurring 3-5% increase in annual net patient revenue. Unlike our competition, we are a company of elite revenue cycle operators and do not rely heavily on offshore staffing resources. |
| Value Proposition | 5-10% reduction in cost 3-5% increase in annual net patient revenue Official Epic Rev Cycle Partner For managed care contracting: possess the size and scale of the 3rd largest NFP health system in the US (\$35B NPR) |
| Services | We provide end-to-end, managed revenue cycle services (technically “outsource” but we use the term ‘partner’) |
| Industries | Payer Friction, Frictionless Revenue Cycle, Cost Certainty, Revenue Lift, Staffing Challenges, Deep Subject Matter Expertise |
| Company Contacts | Judson Ivy, Founder and President; Judson.Ivy@ensemblehp.com Ben Foster, Chief Commercial Officer; Ben.Foster@ensemblehp.com |
| Relationship Owner | Rob Guthrie, Senior Vice President of Business Development; Rob.Guthrie@ensemblehp.com 602.295.5502 |
| Competitors | There are many who claim to do what we do but the 3 major end-to-end managed service provider competitors for Ensemble are: R1 RCM, Optum, Conifer |
| Ideal Client Profile | Hospitals, Health Systems or large stand-alone (if not part of a larger system) provider groups with annual net patient revenue greater than \$500M. |
| Target Roles | CEO, CFO...sometimes COO or CSO...can be VP Finance or VP Biz Development at larger systems - where they have some real influence. |
| Partners/Clients | CLIENTS: Bon Secours Mercy Health, Ardent Health, Ballad Health, Thedacare (Froedert), OU Health, Nicklaus Children's, Valley Health, Carilion Clinic PARTNERS: Epic (RevCyclers Program); Microsoft (Azure); McKinsey (Quantum Black AI) |
| Geography | National |
| Online | https://www.ensemblehp.com/contact/ |
| Companion Companies | Any of the portfolio companies can be seen as complimentary to Ensemble. The only potential overlap is Nordic when they are pursuing a revenue cycle assessment or consulting engagement. |

Harness Health

Consulting

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| Company Name | Harness Health Consulting |
| Other Naming/Reference | PAM (Physician Arrangement Monitoring), internally known as PACE |
| Sales Council Contact | Jerry Lear |
| Description | PAM is embedded in your existing payments process and facilitates a prepayment review of 100% of selected potential referral source transactions. Any deficiencies/ errors are tracked and corrected prior to payment. Significantly reduces risk, improves controls, avoids regulatory costs, and has a return greater than the cost of the service (separate from the regulatory cost avoidance). |
| Services | Physician Arrangement Monitoring The following are more opportunistic services: 340B Auditing/Consulting (commonly with Harness Pharmacy) Internal Audit/ERM Co-Source |
| Industries | Physician Arrangements, Stark Law, Anti-Kickback Statute, Regulatory Risk |
| Company Contacts | Jerry Lear, Chief Internal Audit Officer Chris Wasik, System Director IA Mark Despoth, Director IA/PACE |
| Relationship Owner | Jerry Lear, Chief Internal Audit Officer jelear@bsmhealth.org, 314-303-2322 |
| Competitors | Competitors offer limited payment reviews of certain terms but not at 100% of the population: TimeSmart.AI (https://timesmart.ai/), Ludi (https://ludiinc.com/), Sympliphy (https://simpliphyinc.com/), Symplr (previously MediTract) (https://www.symplr.com/) |
| Ideal Client Profile | Hospitals and health systems. Likely not small rural or critical access hospitals unless involved in a settlement that includes focus arrangements. |
| Target Roles | CLO; CEO; CFO; CAEs and CCOs can help the lead, but not usually the buyer |
| Partners/Clients | CLIENTS: Summa Health, RSF |
| Geography | National |

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| Company Name | Harness Health Pharmacy |
| Other Naming/Reference | Harness Health |
| Description | Manages employee prescription benefits (PBM) 340B consulting/auditing/managing |
| Value Proposition | Manage employee prescription benefit for approximately 100K lives - estimated 10% savings over commercial PBMs. Able to manage all aspects of 340b operations in large complex health systems - recognized national expertise. |
| Services | Operate a custom formulary PBM that saves employers 10% on prescription coverage. Provide nationally recognized expertise in all aspects of 340b management and operations. |
| Company Contacts | Lance Lomax - PBM Management (513) 485-4437 Amanda Gordon - 340b Consulting (513) 478-0506 |
| Relationship Owner | 340b - Amanda Gordon agordon@mercy.com PBM - Lance Lomax LLomax@mercy.com |
| Relevant Industry Terms | PBM, Drug Costs, 340b |
| Competitors | Visante, CVS |
| Ideal Client Profile | PBM management - provide prescription benefit management for any size health system and small to medium employers (100 -10,000) people Any 340b hospital or health system with 340b entities |
| Target Roles | Provide PBM series for BSMH, Nordic, Ensemble and Roper Health system Provide 340b consulting for University of Wisconsin, Tulane and LSU (LCMC) |
| Partners/Clients | HR departments, Pharmacy |
| Geography | USA |
| Online | https://www.harnessrx.com/contact/ |

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| Company Name | Health Select Services |
| Other Naming/Reference | Population Health; Mercy Health Select; legal entity under HealthSpan Partners |
| Sales Council Contact | Jennifer Tollefson |
| Description | Health Select Services (HSS) uses a clinical approach integrated with a technical platform that supports health care and Accountable Care Organizations (ACOs) achieve value-based care performance results. |
| Value Proposition | With over a decade of successful experience, HSS works with health care leaders on innovative ways to tackle challenges while improving the accessibility, productivity, quality, and costs of health care delivery. |
| Services | Accountable Care Organization (ACO) / Clinically Integrated Network (CIN) consulting + support for value based programs; full or partial Pop Health outsource svcs Value-based contract operationalization and reporting Practice operations support Analytics strategy Care management |
| Industries | Population Health, Accountable Care Organizations, Value-Based Care, Care Coordination, Care Management; Quality |
| Company Contacts | Jean Haynes, Chief Population Health Officer Kelli Chovanec, VP, Clinical Services for Population Health Operations contact: Carla Stephens, Population Health Client Management Specialist |
| Relationship Owner | Kelli Chovanec, VP, Clinical Services for Population Health kchovanec@healthselectservices.org; (419)283-8998 |
| Competitors | Aledade Privia Health Agilon Health |
| Ideal Client Profile | Targets are large health systems, independent providers groups, or current ACOs. They may be just starting their value-based journey or needing to improve performance to bolster their returns for their value-based programs. |
| Target Roles | CEO; COO; CFO; CNO; Presidents; VPs Large health systems |
| Partners/Clients | CLIENTS: Mercy Health Select, Health Partners of Bon Secours St. Francis, Cenergy Health Partners, Good Help / Hampton Roads, Southeastern Health Partners PARTNERS: Pinnacle Healthcare Consulting |
| Geography | National |
| Online | https://www.healthselect.services/ |

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| Company Name | Nordic |
| Other Naming/Reference | Nordic Consulting, Inc., Nordic Global, Healthtech (Canadian arm) |
| Description | Nordic partners with clients to optimize the value of health IT investments and shape the future of healthcare through strategic advisory, technology deployment, digital innovation and comprehensive managed services. Our team brings a depth and breadth of experience to help hospital systems advance clinical, financial, and operational transformation. |
| Value Proposition | Experienced resources Expertise in all major EHR platforms Outcome-driven consulting Ability to staff rapidly |
| Services | Advisory Services - patient and provider journey, governance, OCM, IT strategy, etc. Digital Health - data & analytics, AI, cloud, interoperability, etc. Communities of excellence and on-demand talent - planning and deployment, optimization, M&A, program/project leadership, on demand staffing, etc. Managed Services -App support, service desk, ITO, staffing, etc." |
| Company Contacts | Stu McLean, Interim CEO Paul Slaughter, COO; paul.slaughter@nordicglobal.com Katherine Sager, Chief Consulting Officer; katherine.sager@nordicglobal.com Dan Stoke, Chief Growth Officer; daniel.stoke@nordicglobal.com Mickey Davis, Managed Services EVP; mickey.davis@nordicglobal.com Terri LeFort, President Nordic International; terri.lefort@nordicglobal.com |
| Relationship Owner | Dan Stoke, Chief Growth Officer; daniel.stoke@nordicglobal.com; 704-942-4732 |
| Relevant Industry Terms | Advisory, Staffing, Managed Services, Electronic Health Record (E H R), ERP, financial, clinical, and operational |
| Competitors | Impact Advisors, Chartis, Tegria, Huron |
| Ideal Client Profile | Hospitals and Health Systems |
| Target Roles | C-Suite, Vice Presidents in information technology, finance, digital divisions (CIO, CTO, CDO, CFO, VP RevCycle, etc) |
| Partners/Clients | Partnerships: AWS, Microsoft, Fortified; Clients: Bon Secours Mercy Health |
| Geography | USA, Canada, Ireland, UK, Netherlands, Switzerland |
| Online | https://www.nordicglobal.com/who-we-are/contact |
| Companion Companies | Healthtech (https://www.healthtech.ca/) - Canadian entitiy Agile Health (https://agilehealth.com/) SMS Communication Technology" |