Helping Montana hospitals improve healthcare by providing a broad range of innovative and cost effective solutions.
ABOUT US

MHA Ventures is a for-profit subsidiary of the Montana Hospital Association.

Established in 1987, MHA Ventures has been committed to bringing value to the members of MHA for nearly 30 years by providing relevant and timely solutions.

We help our membership improve patient care, reduce operating costs and strengthen their financial viability through customizable and flexible programs tailored to fit each member’s individual needs.

We are continuously developing both business and healthcare solutions with our endorsed partners to advance the operations of our membership and improve the health status of communities throughout Montana. We are here to serve member needs. Please contact us at any time.

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ENDORSED SERVICES

MHA Ventures Endorsed Services program offers over 50 competitive agreements and programs designed to meet a wide range of member’s needs. We connect Montana hospitals with trusted business partners who provide affordable, real world solutions. Each endorsed company of MHA Ventures has successfully passed an extensive vetting process to gain our seal of approval.

Steps

How MHA Ventures Chooses Endorsed Solutions...

**Identify Need**
MHA Ventures consults with hospital CEOs, MHA Executives, advisory groups, staff and others to identify the need for a particular product or service in the healthcare marketplace.

**Conduct Research**
MHA Ventures develops criteria, seeks referrals from hospitals and information from others before routing RFI applications to potential candidates.

**Evaluate Candidates**
MHA Ventures evaluates business proposals, schedules demonstration meetings, evaluates company financials, marketing plans and customer referrals.

**Award Endorsement**
Once a company passes our rigorous selection process, MHA Ventures recommends and approves the endorsement seal, at which point contract negotiations begin.
CONSULTING & OUTSOURCING
- Anti-Microbial Stewardship Innovations
- Core Control
- Dayspring Restoration
- Granny’s Alliance
- Healthcare Coding and Consulting Services
- Insight Telepsychiatry
- Medtrainer
- Modio Health
- Monida Healthcare Network
- Radstar Consulting
- Remi Group
- Robard Corporation
- SpectraMedix
- Tetra Tech

EQUIPMENT & SUPPLIES
- CleanWaste
- Commercial Energy*
- Core Medical Imaging
- General Distributing Company
- Insight Imaging
- McKesson
- Quidel
- Response Biomedical Corporation
- S. Conley Sales
- Spacelabs Healthcare
- Stericycle*
- Vizient*

OFFICE & INFORMATION TECHNOLOGY
- Clearwater Compliance
- CrossTx
- Information Technology Core (ITC)
- Kyocera
- MarketWise, Inc.
- Nuquo Group
- TeleQuality Communications

INSURANCE & BENEFITS MANAGEMENT
- Brentwood Services Administrators, Inc.*
- CMC Insurance*
- Consensus*
- Fringe Benefit Resources
- Gallagher Benefit Services*
- ID Shield
- LifeSolutionz
- MHA Workers Compensation Reciprocal*
- Yellowstone Insurance Exchange, RRG*

RECRUITMENT & RETENTION
- ExactMD
- Jackson Physician Search
- LocumTenens.com
- Medefis, Inc.
- MHA Connections*
- MTHospitalJobs.com*
- Nielsen Healthcare Group
- Precheck
- Red Oak Relocations
- Wilderness Medical Staffing

REVENUE CYCLE & EXPENSE MANAGEMENT
- Big Sky Commerce
- Express Recovery Services
- PARA Healthcare Financial Services
- Presort Plus
- SUNRx
- WellTrackOne
- MHA Partnership Programs*

Visit www.mtha.org/ventures for detailed contact information for each endorsed services business.
PARTNERSHIP PROGRAMS

Proven success in creating solutions for our members.

MHA Ventures has partnered with a diverse group of successful and progressive companies to create solutions for our healthcare community needs in Montana, Idaho and Wyoming. These trusted partner companies offer our membership reliable and cost effective alternatives for otherwise costly or difficult to obtain products and services.

We strive to listen and always put our membership needs first when designing our Partnership Programs. We are proud that these programs have proven very successful. We will continue to pursue partnerships for the benefit of our membership as we move forward together.

More information on specific programs and how to access these programs can be found at our website.

www.mtha.org/ventures
Vizient is a Group Purchasing Organization that addresses supply, clinical and operational improvements to deliver billions in savings to hospitals and health systems every year. By connecting members to knowledge, solutions and expertise in the areas of clinical, operational and supply chain performance, Vizient helps members focus on what they do best—delivering exceptional, cost-effective care in the communities they serve.

Vizient serves thousands of healthcare organizations across the nation with a broad portfolio of solutions and a robust network of healthcare experts driving innovation in our industry. MHA members can utilize Vizient’s contract portfolio, as a primary or secondary GPO, to achieve savings in pharmacy, laboratory, medical/surgical supplies, dietary, radiology, environmental, capital equipment and purchased services. With 30,000+ suppliers, 500,000+ products on contract, 9 million+ packaging units of measure, and 2,000+ contracts, Vizient offers something for everyone with a range of commitment options and the flexibility to support diverse member needs. Additionally beyond the contract portfolio, Vizient offers customized purchasing solutions including data and analytics, contract implementation, management tools, savings programs plus business reviews and reports.

Vizient is the combination of VHA, Novation, MedAssets and Sg2. MHA Ventures believes the combined strengths of these organizations will eclipse the rest of the industry in terms of value that can be delivered to our members. As of December 2016, Vizient has negotiated approximately $1.4 billion in enhanced value for the combined Vizient portfolio.

Vizient, Inc., the largest member-owned healthcare company in the country, is dedicated to serving members and customers through innovative data-driven solutions, expertise and collaborative opportunities that lead to improved patient outcomes and lower costs.

Vizient’s diverse membership and customer base include academic medical centers, pediatric facilities, community hospitals, integrated health delivery networks and non-acute healthcare providers. This represents almost $100 billion in annual purchasing volume.
WORKFORCE SERVICES

MHA Connections

MHA Connections is an in-house recruitment program designed to address all of your staffing needs. Our mission is to provide MHA Connections members with a quality, state-wide, budget friendly and equitable referral-based recruitment program from a knowledgeable, Montana based staff. All candidates are screened prior to being referred to a MHA Connections member. Our goal is to find qualified candidates who will plant roots in your community.

Full membership provides unlimited candidate referrals and placements. A contingency option is available for facilities that only recruit one or two positions per year, for which a fee is charged for each placement.

“MHA Connections has done a great job for us at a fraction of what your average recruitment firm costs.”

Janice Hirsch, Holy Rosary, Medical Staff Recruitment & Retention Director

MTHospitalJobs.com

Hospitalcareers.com has partnered with MHA Ventures to help Montana hospitals reach the most highly qualified healthcare professionals on a statewide and national level by creating Montana’s premiere healthcare job posting website—

MTHospitalJobs.com

Its ease of use and affordability attracted over 30 member hospitals within the first year. It features:

- Unlimited Postings
- Social Integration
- Hospital Profile
- Video Integration
- Job Scraping

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<th>Net Patient Revenue</th>
<th>Annual Fee</th>
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<td>$50M - $500M+</td>
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<tr>
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<tr>
<td>$0 - $15M</td>
<td>$1,750</td>
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<tr>
<td>Nursing Homes</td>
<td>$1,350</td>
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