



Business Solutions

Workforce

Revenue Cycle

## Endorsed Business Partner Program

Solutions for an Evolving  
Health Care Ecosystem



**Minnesota**  
Hospital Association

# Endorsed Business Partner Program



## Solutions for an Evolving Health Care Ecosystem

MHA's highest level of business partnership is our endorsed business partner program. These are well researched, well trusted companies with a proven track record of helping hospitals and health systems in areas of supporting health care workforce, improving operational efficiency, and driving revenue to the balance sheet.



### WORKFORCE SOLUTIONS

From physician searches to fractional labor to international options – our staffing portfolio can help find the top talent needed to take care of patients.



### REVENUE CYCLE SOLUTIONS

Increasing revenue and decreasing expenses is top of mind for financial leaders and the endorsed partners in this category can help shore up revenue cycle processes.



### BUSINESS & OPERATION SOLUTIONS

Business and technology solutions can further a hospital and health system's mission to take care of patients by delivering on nuanced specialties. From advancements in patient care to enhanced pharmacy operations to cybersecurity protection, the MHA endorsed business partner program has subject matter experts to support the many facets that go into supporting providers.

## WORKFORCE SOLUTIONS



**JACKSON**  
Physician Search

National healthcare staffing firm specializing in the permanent recruitment of physicians, physician leaders, and advanced practice providers for hospitals and health systems.

**Contact Tim Sheley**  
[sheley@jacksonphysiciansearch.com](mailto:sheley@jacksonphysiciansearch.com)



**Medical Solutions**

Medical Solutions is a healthcare staffing company that connects hospitals and healthcare facilities with travel nurses and allied health professionals to meet short-term and long-term workforce needs..

**Contact Rachael Enright**  
[rachael.enright@medicalsolutions.com](mailto:rachael.enright@medicalsolutions.com)



**SYNERGY**  
HEALTH PARTNERS

Specialized healthcare staffing and management company that embeds surgicalists, anesthesiologists, and other clinician teams in hospitals — particularly in rural and underserved communities — to provide reliable, locally-integrated care models rather than temporary locum coverage.

**Contact Corey Johnson**  
[cjohnson@synergy-hp.com](mailto:cjohnson@synergy-hp.com)



**scaled**  
health +

Healthcare technology partner that provides strategic IT leadership, data analytics, EMR optimization, and full-spectrum technology services—tailored especially for rural and community healthcare providers.

**Contact Ryan Vogel**  
[ryan.vogel@scaledhealth.com](mailto:ryan.vogel@scaledhealth.com)



**WorldWide**  
HealthStaff Solutions

Direct-hire international nurse and healthcare professional recruitment firm (a brand of Medical Solutions) that helps U.S. hospitals fill permanent clinical roles by managing hiring, immigration, credentialing, and relocation of qualified global talent.

**Contact Angela Woltermann**  
[awoltermann@healthstaff.org](mailto:awoltermann@healthstaff.org)

## REVENUE CYCLE SOLUTIONS



**AblePay**  
SIMPLE HEALTH SAVINGS

Patient financial engagement company that offers a no-cost program enabling healthcare consumers to reduce out-of-pocket expenses and use flexible payment terms, while guaranteeing prompt payment to providers and removing them from the burden of patient collection.

**Contact Shelly Soupir**  
[shelly.soupir@ablepayhealth.com](mailto:shelly.soupir@ablepayhealth.com)



**mcag**

Business-services firm that helps hospitals and healthcare systems recover funds from resolved class action settlements by identifying eligible ones, handling all filing and documentation, and securing payments on a contingent fee basis.

**Contact Kimberly Johnson**  
[kimberly.johnson@mcaginc.com](mailto:kimberly.johnson@mcaginc.com)



**ModusOne Health**  
One Focus. One Standard. One Result.

Physician-led clinical diagnosis and documentation improvement company that uses data analytics, physician education, and ongoing performance feedback to prevent diagnostic errors, enhance documentation accuracy, and improve hospital and clinic reimbursement.

**Contact Stephanie Patsalis**  
[stephanie.patsalis@modusonehealth.com](mailto:stephanie.patsalis@modusonehealth.com)

## REVENUE CYCLE SOLUTIONS, cont.



The MHA Connectivity Consortium provides expertise in tapping into USAC funding for IT advancement for rural health care facilities.

**Contact Randy Reznik**  
[randyreznik@fedfunding.net](mailto:randyreznik@fedfunding.net)



Clinically-led healthcare analytics and technology firm that delivers AI-driven revenue cycle, coding/documentation, utilization management, and patient engagement solutions designed to improve financial outcomes for hospitals and health systems.

**Contact Greg Goodale**  
[greg.goodale@corrohealth.com](mailto:greg.goodale@corrohealth.com)



Banking division that provides financial solutions in the accounts payable space to improve cash flow.

**Contact Paul Rennerfeldt**  
[paul.rennerfeldt@commercebank.com](mailto:paul.rennerfeldt@commercebank.com)

## TECHNOLOGY & BUSINESS SOLUTIONS



Healthcare technology company that provides comprehensive, compliance-focused solutions for managing the 340B drug discount program—including contract pharmacy management, split billing, advanced claims capture.

**Contact Dwayne Dodd**  
[ddodd@sunrx.com](mailto:ddodd@sunrx.com)



Insurance broker specializing in cyber liability, employee benefits, worker's compensation and property and casualty.

**Cameron James (property and casualty)**  
[Cameron.james@assuredpartners.com](mailto:Cameron.james@assuredpartners.com)  
**Brynna Dooley (employee benefits)**  
[brynna.dooley@assuredpartners.com](mailto:brynna.dooley@assuredpartners.com)



Digital health company that uses wearable devices and AI-driven continuous monitoring of biometric data to predict deteriorations in patients with chronic conditions—aiming to enable early interventions, reduce hospital readmissions, and improve outcomes.

**Contact Herb Von Winckelmann**  
[herb@oneaihealth.com](mailto:herb@oneaihealth.com)



Technology company offering an AI-powered ambient monitoring platform that continuously observe clinical and operational workflows to provide real-time insights, alerts, and data that help prevent problems, improve patient safety, and optimize provider efficiency.

**Contact Bruce Mehdizadeh**  
[bruce.mehdizadeh@stryker.com](mailto:bruce.mehdizadeh@stryker.com)



Cybersecurity company offering managed detection and response (MDR), 24/7 security operations center (SOC) monitoring, penetration testing, and incident response services for critical infrastructure like hospitals and health systems.

**Contact Cory Rutten**  
[crutten@lumifycyber.com](mailto:crutten@lumifycyber.com)



Specializes in guiding nonprofit hospitals and health systems through mergers, partnerships, affiliations and other strategic transactions to help them fulfill their community service mission while preserving financial and operational sustainability.

**Contact Chris Benson**  
[cbenson@juniperadvisory.com](mailto:cbenson@juniperadvisory.com)



Health-technology and services company that partners with specialty clinics to enable "medically-integrated dispensing," using technology, pharmacists, and clinic teams to make specialty medications more accessible, affordable, and faster to receive.

**Contact Alerie Stiles**  
[alerie@houserx.com](mailto:alerie@houserx.com)

# Endorsed Business Partner Program



## Solutions for an Evolving Health Care Ecosystem



### TRUST

MHA presents only best-in-class companies as each completes a thorough vetting process to ensure top tier solutions and entities advance into the program.

### EXPERTISE

Endorsed business partners demonstrate expertise by providing informed insights, offering proven solutions, and applying their specialized knowledge to achieve meaningful results.

### SERVICE

As collaborative extensions of your existing team, endorsed business partners prioritize client needs, deliver responsive support, and tailor solutions to create lasting value.

### ENHANCED REVENUE

Business partners offer innovative solutions that improve bottom line performance by creating growth opportunities through strategic collaboration, expanded market reach, improved revenue cycle performance and optimized solutions.

### LEARN MORE

Contact Drew Wolf at [dwolf@mnhospitals.org](mailto:dwolf@mnhospitals.org) or (612) 400-5349.