



MHA
prime

Partner Directory

YOUR GUIDE TO MARYLAND-BASED GROUP PURCHASING



MHA Prime is the shared services/group purchasing subsidiary of the Maryland Hospital Association. Members include Maryland's hospitals and non-acute providers, which spend \$12.7 billion annually in Maryland, as well as hospitals in Delaware and Washington, D.C. MHA Prime provides health care providers support and solutions to help control costs, optimize operational efficiency and balance quality with the total cost of care.

PRIME'S CORE CAPABILITIES & OFFERINGS:

- Capital Equipment Sourcing & Group Buys
- Vizient GPO Contract Portfolio
- Contracts with Local Vendor Partners
- Performance Improvement Services
- Value Analysis
- Construction

MHA PRIME SOLUTIONS:

- MHA Post Acute Care Transition Program
- Supply Cost Management
- Pharmacy Solutions
- Analytic and IT Resources

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BECOME A **MEMBER OF PRIME** TO:



OPTIMIZE SUPPLY OPERATIONS
 Lower supply costs
 Achieve clinical-supply integration
 Drive operational efficiencies



IMPROVE CARE DELIVERY
 Balance quality and total cost of care
 Reduce non-valueadded clinical variation
 Optimize service line performance



MAXIMIZE PHARMACY PERFORMANCE
 Stabilize pharmacy spending
 Improve clinical pharmacy care
 Drive incremental revenue



SOURCE CAPITAL EQUIPMENT
 Pre-negotiated pricing with major manufacturers
 Leverage Vizient "Group Buys"
 Optimize Total Cost of Ownership

LEARN MORE: mhaprime.org

Partner Directory

YOUR GUIDE TO MARYLAND-BASED GROUP PURCHASING



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AblePay

AblePay Health was founded in 2016 by John Fistner in Bethlehem, Pennsylvania, with the goal of bridging the gap between rising out-of-pocket medical costs and patients' ability to pay. Drawing on his experience as a hospital network CFO and COO, Fistner designed the platform to remove medical providers from the collection process while providing patients with significant discounts and flexible financing. Since its inception, the company has expanded from its initial base in the Lehigh Valley to serve patients and providers in nearly 30 states. Headquartered in Allentown, PA, AblePay has gained national recognition for its rapid growth, ranking No. 381 on the 2022 Inc. 5000 list of fastest-growing private companies in America.

SERVICES

- **Bill Consolidation & Management**
- **Secondary Payer Processing**
- **Provider Reimbursement Acceleration**
- **Advocacy & Support**

VALUE PROPOSITION

- **Patient Savings:** Members save up to 13% on out-of-pocket medical costs when they use the platform to pay their bills.
- **Flexible Payment Terms:** The platform provides interest-free payment plans for up to 12 months,
- **Guaranteed Provider Payment:** Healthcare providers receive payment within 14 days, drastically reducing their accounts receivable (AR) days and eliminating the risk of patient "bad debt."
- **Administrative Relief:** Handles the billing and collections process, removing the provider from the middle of financial disputes and improving the overall patient experience.



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Access Discount Healthcare is a Recovery System that consists of a team of payer contract experts and the most advanced forensic audit software system in the healthcare space. Their forensic audit analyzes every remittance received in a 12-to-24-month period to determine contractual compliance of each reimbursement. The team then works with the payers to recover underpayments that are due to clients.

The final results are unrivaled. To date, billions of dollars in reimbursements and remittances have been analyzed against 1,000s of unique and often complex payer contracts and have found noncompliance and underpayments for 100% of their clients. The typical result is 10%-20% of gross payer receipts in recovery.

VALUE PROPOSITION

- **Revenue Recovery Expertise:** Specializes in identifying and recovering underpaid claims across commercial and government payers.
- **Contract Compliance Focus:** Ensures payer reimbursements align with contracted rates, reducing revenue leakage.
- **Contingency-Based Model:** Services are typically performance-based, aligning incentives with measurable financial outcomes.
- **Minimal Operational Burden:** ADHC manages analysis, appeals, and recovery processes, limiting internal staff involvement.

SERVICES

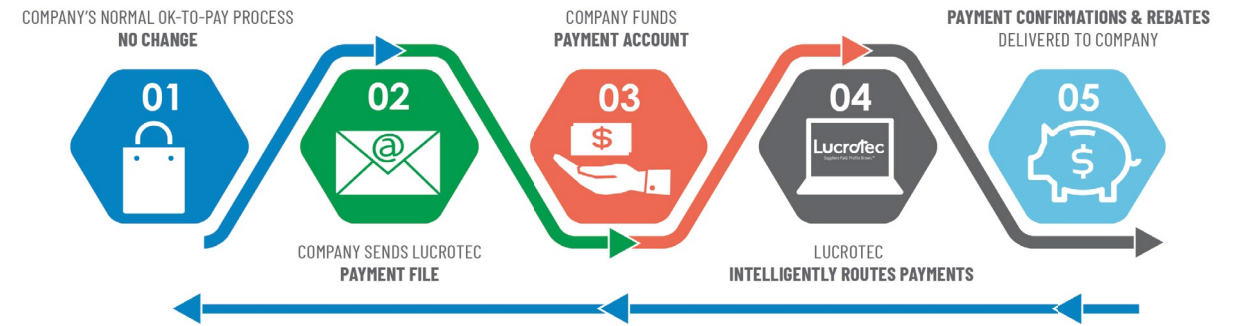
- **Underpayment Identification & Recovery**
- **Contract Compliance Audits**
- **Claims Review & Repricing**
- **Payer Appeals Management**
- **Retrospective & Prospective Payment Analysis**
- **Data Analytics & Reporting**
- **Revenue Integrity Support**

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adhcunderpayments.com

Lucrotec



Pay your suppliers more securely and grow new profits? Digitize nearly all of your supplier payments? No CapEx or OpEx costs? No software to install? How is that possible?

Lucrotec provides a B2B managed payment service to large and mid-sized businesses in healthcare and other industries, helping to automate accounts payable payments to its client's suppliers. Lucrotec delivers operational efficiencies for accounts payable and accounts receivable, better payment security, and vendor expense transparency. It does so without IT integration, OpEx/CapEx expenditures, or disrupting established accounts payment processes.

Lucrotec's payment volumes grew 336% from 2020 to 2021. Accurate, timely machine-to-machine payments help both A/P and A/R departments reduce re-work and friction between enterprises and their suppliers, resulting in much higher supplier adoption of the Lucrotec solution vs. legacy solutions.

Increase Profits. NET REVENUE INCREASE

Connect to the Payment Supply Chain through Lucrotec. Access rebates and discounts available to Lucrotec as a payment orchestrator. Supplier-friendly payment intelligence results in high supplier adoption.

Frictionless. EFFICIENCIES

More machine-2-machine payments means more precision and speed and frees AP and AR teams from manual, error-prone work. Complete information facilitates reconciliation and reduces misapplied payments.

De-Risking Payments. PAYMENT SECURITY

Lucrotec dramatically reduces fraud risk using highly secure card technology, POS Pay, and extra Know-Your-Supplier (KYS) vetting.

Rebate results of 2x to 10x traditional bank rebate card programs AND Lucrotec clients benefit from a full managed payment service that includes check, ACH and wire payment - all with no out-of-pocket costs.

While most bank card programs have supplier participation rates of less than 5%, you can expect 10-50% of payments to be rebate generating card payments with Lucrotec.



SERVICES
B2B Accounts Payable
Managed Payment
Services

Lucrotec Delivers
Pay your Suppliers. Grow your Profits.

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Managed Care Advisory Group (MCAG) specializes in revenue recovery services, particularly focusing on helping businesses recover funds from class action settlements. They provide expertise and support to the healthcare industry, ensuring clients capture every recoverable dollar with minimal risk and no out-of-pocket costs.

Founded in 2003 to support organizations in navigating complex legal settlements, MCAG has grown to serve a diverse range of industries, including healthcare, finance, and manufacturing, leveraging technology and expert guidance to maximize recovery for its clients.

SERVICES

- Settlement Recovery
- Unclaimed Funds Recovery
- Claims Purchase

VALUE PROPOSITION

- **Research:** Ensures MCAG clients are informed of all relevant opportunities to receive maximum recoveries.
- **Settlement Navigation:** In-house consultants guide clients each step of the way, from answering settlement questions to identifying future opportunities.
- **Filing:** MCAG handles all details, including preparing and submitting required documentation and claim forms, and working with administrators to reconcile and distribute recoveries.
- **Data Coordination:** Has unrivaled expertise and access to relevant data for more than 6.5 million businesses.



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SERVICES

- Free Statement Analysis
- Direct Processor Negotiation
- Continuous Account Monitoring
- No-Switch Setup
- Portfolio & Risk Management

Merchant Advocate helps businesses reduce credit card processing costs without requiring them to switch their current providers.

The company was established to provide transparency and fairness to business owners navigating the complex and often unregulated merchant services industry. To date, the firm has saved its clients more than \$300 million by identifying hidden fees, correcting coding errors, and negotiating more favorable rates.

Operating on a performance-based model, Merchant Advocate does not charge upfront costs, instead sharing in the actual savings they secure for their clients. Their services cater to a wide range of industries, including healthcare, retail, and professional services, providing continuous monthly monitoring to ensure rates remain optimized.



VALUE PROPOSITION

- **Complimentary Account Analysis:** Performs a granular forensic review of merchant statements to uncover hidden fees, inflated rates, and coding errors at no initial cost.
- **Merchant Negotiation:** Acts as an intermediary, negotiating directly with processors to lower existing rates and eliminate unnecessary charges without requiring a switch in providers.
- **Monthly Auditing:** Continuously monitors statements to ensure rates do not creep back up and that no new unauthorized fees are added to the account.
- **RFP Assistance:** When necessary, Merchant Advocate assists businesses with Requests for Proposals to select a new vendor with the most transparent and competitive terms.

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merchantadvocate.com



CardioPulmonary Services, LLC is a cardiopulmonary health care company offering perfusion, platelet gel therapy, and autotransfusion to hospitals and healthcare clinics nationwide. Based in Baltimore, CPS is a minority-owned firm founded in 2005.

Its co-owners also are actively practicing clinicians, giving them insight into the specific needs of hospitals, health systems, and their patients.

CPS works closely with hospitals to identify cost-effective ways to provide optimal services. Community oriented and focused, CPS collaborates with clients to employ individuals who are reliable, diligent and experts in their field. Many CPS members have worked and trained at leading centers and are abreast of the latest industry techniques and advancements.

CPS is nationally accredited by the Joint Commission for Home Care, allowing the firm to offer a continuum of care from the acute-care settings to long-term care, hospice care or the client's residence if needed.

“As Director of Perfusion Services at Medstar Washington Hospital Center, I highly recommend CardioPulmonary Services, LLC (CPS) for perfusion services. CPS owners Jabari Yates and Antone Wright are actively practicing Perfusionists and as such demonstrate clinically excellent and efficient perfusion standards. The CPS staff has been reliable for all scheduled shifts as well as available for last minute shifts due to fluctuating patient census and acuity. I have no hesitation in recommending CPS as a perfusion company.”

Gregory Kitchen, MHA, MS, CCP, MedStar Washington Hospital Center

SERVICES

- Perfusion Services
- Extracorporeal Membrane Oxygenation Services (ECMO)
- Platelet Gel
- Intra-Operative Neurophysiologic Monitoring (IONM)
- Respiratory Services

AT A GLANCE

Minority-Owned

Based in Baltimore

16 years of successful and ethical financial stability

Staff available 24/7

Nationally accredited by the Joint Commission for Home Care

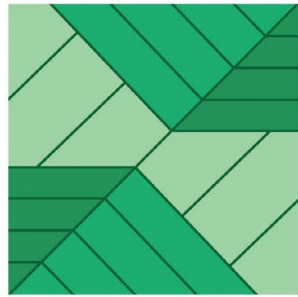
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RUDISH HEALTH

Rudish Health is an award-winning, women-owned boutique advisory firm. The company was founded in 2014 by Russ Rudish, who previously served as the Global Health Care Leader for Deloitte. It operates as a family-run business focusing on helping healthcare organizations—including major health systems and private equity firms—innovate and transform.

The firm provides specialized talent leadership and advisory services, such as executive search, interim management, and healthcare IT solutions. The company sponsors “The Exchange,” an exclusive semi-annual leadership roundtable for healthcare CEOs and board chairs.

Small Firm Style, Big Time Impact

SERVICES

- **Executive Search**
- **Interim Management**
- **Executive Onboarding**
- **Leadership Coaching**
- **Automated Recruiting**
- **Healthcare IT**
- **Video Remote Interpretation**
- **Healthcare Credentialing**
- **340B Contract Pharmacy Solutions**

VALUE PROPOSITION

- **Comprehensive Talent Services:** Executive search, interim management, and talent services using AI and automation.
- **Healthcare Expertise:** Solutions in healthcare IT, video remote interpretation, credentialing, and more.
- **Client-Centric Approach:** Personalized, family-run approach for effective solutions.
- **Proven Track Record:** Recognized as one of the Largest Healthcare Executive Search Firms and listed on the Inc. 5000 list.

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Qualivis

Founded in 2002 as a workforce partner for the South Carolina Hospital Association, Qualivis set out to solve staffing challenges with simpler, cost-saving solutions.

Two decades later, that local partnership has grown into a national network endorsed by 28 state hospital and healthcare associations. The challenges are more complex, but their commitment remains the same: pairing proven strategies with innovative technology to deliver smarter, sustainable solutions.

What sets Qualivis apart is true partnership — listening and collaborating to turn obstacles into opportunities. Success isn't about the size of the solution, but the difference it makes.

SERVICES

- Workforce Solutions
- Staffing Vendor Aggregation
- Data Analytics and Reporting
- Program Management
- Digital Strategies for Staffing

VALUE PROPOSITION

- **Customized Workforce Solutions:** Builds programs tailored to the unique needs of each healthcare facility, ensuring alignment with their voice, vision, and goals.
- **Comprehensive Staffing Services:** Offers whole-house workforce solutions to simplify staffing for hospitals and healthcare facilities.
- **Advanced Technology & Analytics:** A highly configurable technology platform provides 24/7 visibility and data analytics, driving decision-making and cost savings.
- **Dedicated Program Management:** Provides dedicated program management to improve efficiency, drive results, and reduce costs.
- **Market Intelligence:** Offers customized reporting and dashboards for full visibility on contingent labor spend and real-time rate trends.

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BX BatteryXchange

BatteryXchange is a B2B2C technology company that provides an ecosystem of automated portable battery rental kiosks. Founded in 2019 by Desmond Wiggan and Aubrey Yeboah in Charlotte, North Carolina, the company's mission is to increase connectivity by allowing mobile users to rent portable chargers on demand. Through a dedicated mobile app, users can locate a kiosk, scan a QR code to release a battery, and enjoy free charging for up to 24 hours before returning the unit to any kiosk in the network. BatteryXchange partners with businesses and major institutions—including hospitals, universities, and convention centers—to offer these kiosks as a free amenity, while generating revenue through enterprise leasing fees and digital advertising on kiosk screens.



VALUE PROPOSITION

- **Digital Advertising Platform:** Kiosks feature large screens that serve as high-traffic marketing hubs, allowing venues to promote services or generate ad revenue.
- **Cost-Free for Users:** Most partnerships allow guests to access portable power for free (typically for the first 24 hours).
- **Plug-and-Play Convenience:** Users can rent a battery from one kiosk and return it to any other location in the network, offering true mobile freedom.
- **Data & Analytics:** Provides businesses with valuable insights into guest behavior and kiosk usage patterns through a centralized dashboard.

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Caregility is a telehealth solutions provider that focuses on enhancing healthcare delivery through advanced technology. Founded in 2019 and headquartered in Wall, New Jersey, the company specializes in connecting healthcare providers with patients via real-time virtual care. This hybrid care model integrates AI technology to streamline clinical workflows and improve patient safety.

In September 2025, Caregility raised \$25 million in funding to accelerate its growth and innovation in hospital-based virtual care. This investment aims to enhance its AI-driven solutions and expand its market presence.



SERVICES

- Virtual Nursing
- Virtual Patient Observation (VPO)
- Telehealth & Telemedicine
- Specialty Virtual Care (e.g., Behavioral Health, ICU, Stroke)
- Patient Engagement & Education
- Clinical Workflow Integration
- Device-Agnostic Connected Care Platform



VALUE PROPOSITION

- **Enterprise Virtual Care Platform:** A single, scalable connected care platform that supports multiple virtual care use cases across inpatient and outpatient settings.
- **Clinical Workflow Integration:** Seamless integration with EHRs and existing clinical workflows to reduce friction and improve adoption.
- **Workforce Optimization:** Enables health systems to extend clinical staff capacity, address workforce shortages, and improve coverage without adding headcount.
- **Patient Safety & Experience:** Enhances patient monitoring, engagement, and access to care while reducing adverse events.
- **Proven Healthcare Focus:** Purpose-built for hospitals and health systems with a strong track record of enterprise deployments.

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[caregility.com](https://www.caregility.com)

Aidin, a technology firm, integrates with all EMRs and defragments case management workflows/technologies -- helping hospitals and health systems manage authorizations, transportation, community care partnerships, referrals, and record sharing.

SERVICES

- Referral Management
- Authorization and Pre-Cert Management
- Population Health Management
- Transportation
- Real Time Delays - Command Center

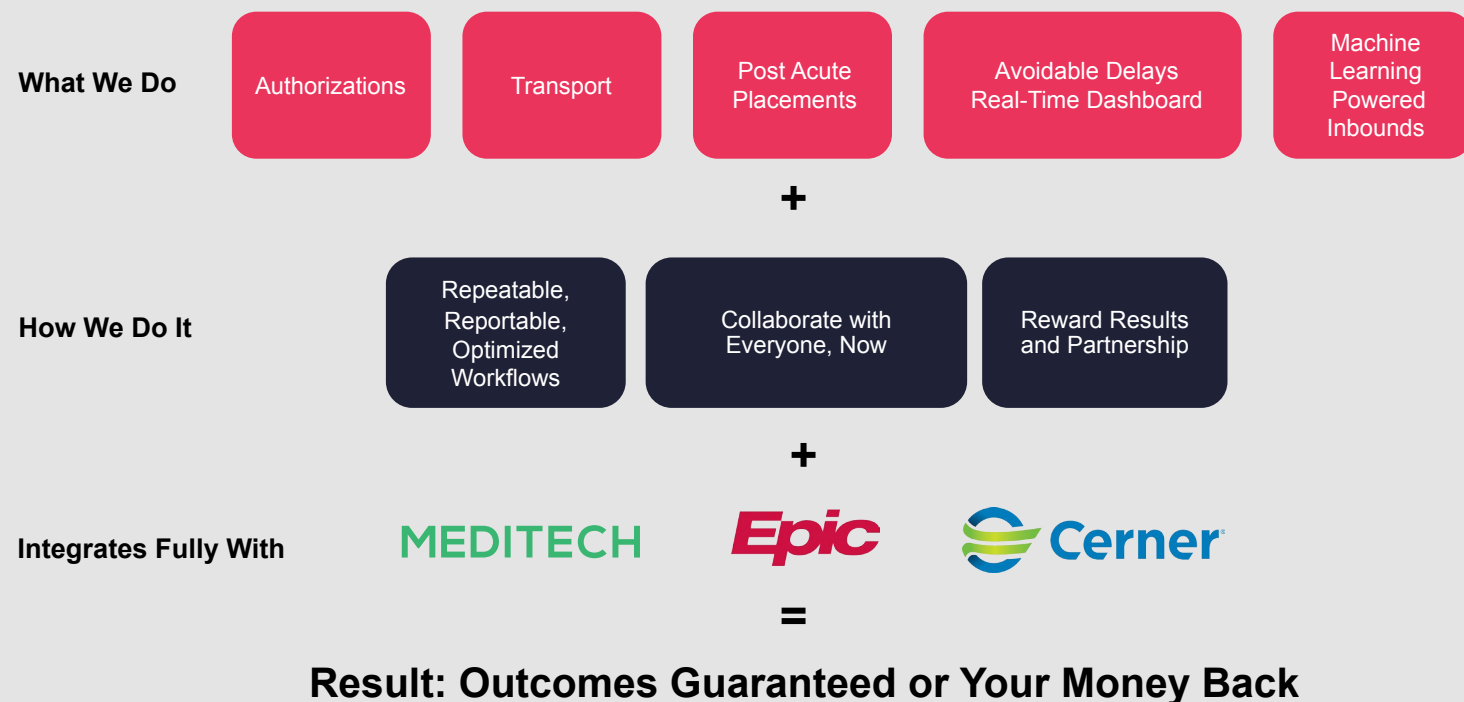
RESULTS

(on average across all partners)

- \$4m** Average savings
- 0.8** Day average LOS reduction
- 2x** Staff efficiency
- 85%** highest quality provider chosen



Aidin Gets You Outcomes. Guaranteed.



AT A GLANCE

- Guaranteed Outcomes: LOS Reduction & Staff Efficiency
- Smart Technology: Applies Artificial Intelligency and Machine Learning to the Referral, Transport, And Authorization Process
- Accountability: Award winning reporting suite that allows staff, provider and payer accountability
- EMR Integration: Integrates bidirectionally with EPIC (App Orchard), Cerner, Meditech and other EMRs
- PAC Relationships: Free for all your postacute partners to use
- Contracts are At-Risk for Fees for guaranteed Outcomes for Your Organization (IOS Reduction Or Your Money Back)

“Aidin helped us completely rethink our relationship with the post-acute market. By creating healthy auctions for each care transition we quickly achieved our financial and quality goals.”

Linda Kulhanek, Houston Methodist Hospital

“A system like Aidin is a tremendous aide because it can produce faster turn around times and reduction of cherry picking because it sets a timeframe & expiration period... Its changing the landscape”

Steve Blau, Luminis Health

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myaidin.com



Comm-Tronics, Inc. is a specialized systems integrator that has provided communication and security solutions for healthcare organizations since its founding in 1967. The company is headquartered in Glen Burnie, Maryland, and serves an established base of clients including hospitals, senior care facilities, and medical centers across Maryland, Delaware, Washington D.C., and Northern Virginia.

The company focuses on integrated technology designed to improve patient experience and staff efficiency, such as nurse call systems, real-time location systems (RTLS), and infant protection systems.

VALUE PROPOSITION

- **Real-Time Location Systems (RTLS):** Technology used for tracking equipment, staff, and patients to improve workflow and safety.
- **Security & Protection Systems:** Specialized safety solutions including infant protection, resident wandering alerts, and AI-based touchless screening through partners like Evolv.
- **Wireless Communication:** A range of voice and data tools such as two-way radio systems, paging, and distributed sound systems.
- **Access Control & Video Surveillance:** Integrated security monitoring and restricted entry systems to protect healthcare campuses.
- **Technical Support & Installation:** 24/7/365 maintenance and professional installation of low-voltage cabling and healthcare technology platforms.



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Founded in 2006, CorePLUS Technologies is a Dallas-based provider of managed cybersecurity, compliance, and cloud solutions for healthcare organizations and other highly regulated industries. CorePLUS helps hospitals strengthen security posture, improve operational resilience, and manage evolving compliance requirements through integrated services that reduce risk across clinical, cloud, endpoint, and connected-device environments. With expertise in HIPAA, NIST, ransomware protection, third-party risk management, and cyber insurance readiness, CorePLUS delivers practical, scalable solutions designed to support healthcare teams without adding operational burden.

SERVICES

- **Managed Security & IT Services**
- **HIPAA & Compliance Management**
- **Risk & Vulnerability Assessments**
- **Third-Party Risk Management**
- **Penetration Testing & Security Monitoring**

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The HealthSecure+ Platform Overview

+ MITIGATE
Risk Management & Compliance




Provide proactive threat monitoring, swift incident response, and strong data protection for your healthcare facilities

+ PROTECT
Managed Security & IT Services




Elevate your hospital digital security and operations with a comprehensive IT suite

+ ACTIVEData
Secure Digital Preservation



Safeguard your hospital records with advanced archiving for integrity, accessibility, and compliance.

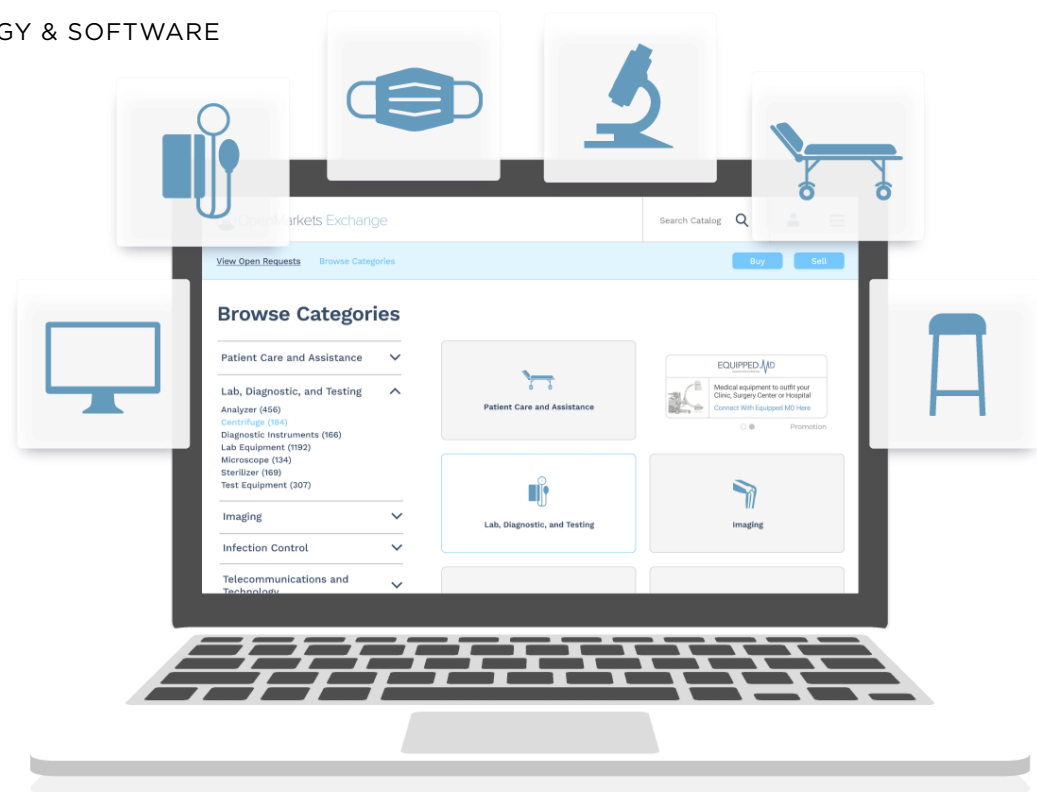
CONNECTIVITYPLUS
Multi-Carrier 5G Networking Platform



Seamless, reliable connectivity for hotels with cloud-based multi-network access

VALUE PROPOSITION

- **Integrated Security & Compliance:** Combines physical security, cybersecurity, and regulatory compliance into one unified platform.
- **Risk Reduction & Business Continuity:** Provides 24/7 monitoring, threat detection, and managed services that safeguard operations without disruption.
- **Tailored Industry Solutions:** Delivers specialized offerings for healthcare to meet their unique needs.
- **Enhanced User Experience:** Balances strong protection with seamless engagement and accessibility for employees, customers, and stakeholders.



SERVICES

- Service Contract Cost Reduction
- Strategic Sourcing
- Capital Cost Reduction
- Capital Equipment Focus
- Equipment Valuation
- Supply Chain Efficiency
- Healthcare Capital

“The opportunity cost of not using OpenMarkets is simply too high.”

Regine Honore Villain, Vice President of Supply Chain Operations, NYU Langone Medical Center

“The relationship with OpenMarkets has been very beneficial for us. As a smaller facility, they allow us the ability to tap into greater volumes to leverage better pricing with suppliers, and they do so while providing us excellent service.”

Jon Reiners, Director of Materials Management, Community Hospital



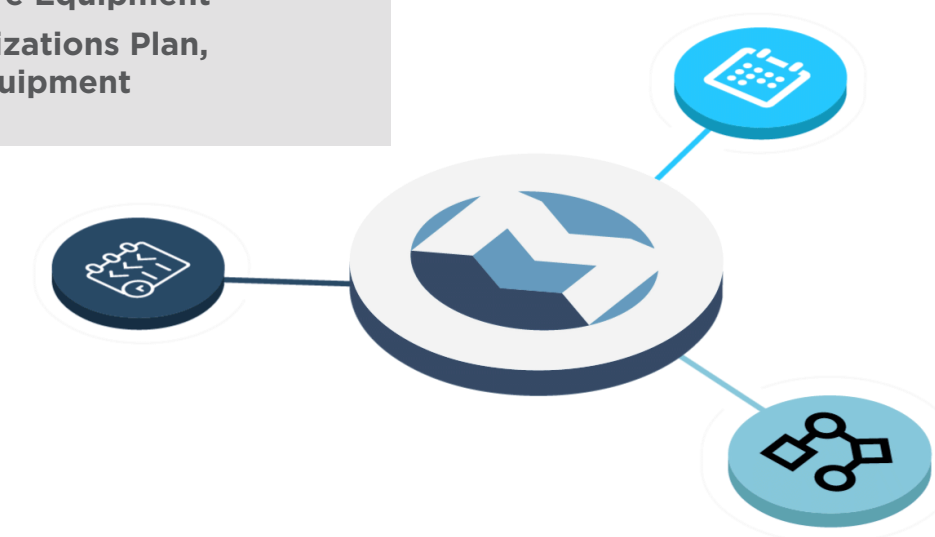
AT A GLANCE

- **Founded in 2011**
- **Operates Software-Driven Marketplace for New and Used Health Care Equipment**
- **Helps Health Care Organizations Plan, Manage, Buy, and Sell Equipment**

When OpenMarkets was founded in 2011, it set out to solve a decades-old problem in health care—providers and equipment suppliers could never seem to work together efficiently or affordably. This is a big (\$30-billion a year), complicated market wrought with inefficiency. From there, OpenMarkets created a software platform by which providers and suppliers find value: simple, equitable and data-driven by design.

OpenMarkets operates a software-driven marketplace for new and used health care equipment. Additionally, it offers a subscription-based capital planning and budget platform to help health care organizations better plan, manage, buy, and sell equipment.

Since its founding, the company has stayed true to its mission to simplify health care equipment purchasing for health care organizations.



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SafrCare, also known as Safr Technologies Inc., is a specialized healthcare transportation technology company that was founded in 2016. The company was established to address the high rate of patient “no-shows” by providing a seamless, AI-driven platform that connects patients, healthcare providers, and non-emergency medical transportation (NEMT) services. By integrating these systems, SafrCare aims to reduce the significant annual financial losses within the healthcare industry caused by missed appointments.

SafrCare offers a comprehensive suite of tools for scheduling and managing rides for patients with various needs, including those requiring wheelchair, stretcher, or bariatric-equipped vehicles. Its platform streamlines the transport process by automating eligibility verification and billing, ensuring that patients have reliable, door-to-door access to medical care.

VALUE PROPOSITION

- **Unified NEMT Coordination:** Connects healthcare providers, transportation partners, and patients through one integrated platform for scheduling, dispatch, routing, and billing.
- **Operational Efficiency & Automation:** Streamlines workflows with tools like one-click ride ordering, real-time tracking, and EHR integrations, including PointClickCare.
- **Safety-Focused Transport:** Emphasizes vetted drivers, safety features, and specialized services for vulnerable populations such as seniors, women, and mobility-impaired patients.
- **Scalability:** Supports hospitals, clinics, payors, brokers, and transportation providers with flexible configurations that adapt to different operational needs.

SERVICES

- App for fleet and driver management
- Auto routing, invoice and payment management
- Live tracking and monitoring

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SWK Technologies, Inc. is the go-to partner for managed IT, cloud hosting, cybersecurity and integrated accounting, ERP, and business process automation solutions.

Unlike generic software vendors or IT providers, SWK delivers tailored, industry-specific strategies, hands-on guidance, and holistic support that enable companies to operate smarter, grow faster, and stay secure in a rapidly changing world.

By combining business management consulting with technical infrastructure, SWK helps clients in manufacturing, distribution, and healthcare streamline operations and lower their total cost of ownership.



Your Vision. Our Technologies. Unstoppable Results.

VALUE PROPOSITION

- **Managed Cloud & Hosting:** They provide secure cloud hosting, backups, disaster recovery, and hybrid infrastructure through their BACH and Managed Cloud Services offerings.
- **Cybersecurity & IT Management:** They deliver managed IT services, cybersecurity monitoring, compliance support, and automation to reduce operational risk.
- **Industry-Tailored Solutions:** They support manufacturing, distribution, professional services, and other SMB sectors with specialized configurations and integrations.
- **Data Collection:** Business size and transaction volume, current ERP or accounting systems, IT infrastructure, security posture, industry compliance needs, and required integrations.

SERVICES

- **Managed Service Provider**
- **Cloud Hosting and Support**
- **IT Support**

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TeleBright an industry leader in centralized expense management for telecom and energy, has been delivering intelligent solutions to improve efficiencies for businesses and government since 1988. An innovative and user-friendly management system simplifies this complex process and streamlines operations through an integrated approach.

Using audit, procurement, robotic process automation, and line testing services, TeleBright optimizes organization's use of technology and increases savings. TeleBright's clients report average savings of 15-25%.

TeleBright is engaged deeply with the healthcare sector. Collaborating with Center for Telehealth & eHealth Law (CTeL), TeleBright leads its Alliance for TeleHealth Integrity and is working to analytically detect and report fraud in Telehealth to preserve its trustworthiness.

TeleBright is based in Rockville and has additional locations in New Jersey and India.



Strong Savings + Centralized, Simplified Expense Management



SERVICES

Telecommunications audit, procurement, robotic process automation and line testing services:

- Assets Management
- Auditing & Optimization of IT, Telecom, and Utilities Expense
- Procurement and Change Management Services
- Robotic Process Automation
- Telecom and Utility Expense Management
- Bill Payments Services
- Line Testing Services
- Telehealth Audits

AT A GLANCE



• Expense Management for Telecom and Energy



• Founded in 1988



• Minority-Owned



• Clients Report Average Savings of **15-25%**

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telebright.com



Established in 2018 and based in Frederick, MD, FESCO Energy is a specialized energy services company and renewable energy developer. They focus on delivering turnkey solutions for energy efficiency, resiliency, and sustainable infrastructure, often through “Energy-as-a-Service” (EaaS) models.

Working within a customer's budget, FESCO engineers, builds, and maintains highly energy-efficient equipment upgrades. Historically energy projects deliver significant energy and operational savings each year — typically 25 to 45% — and those savings fund the energy capital improvements needed, with no upfront cost, debt, risk, or obligation. Through an Energy Services Agreement, FESCO upgrades equipment and guarantees savings and revenue increases.



SERVICES

- Contracting
- Design / Build Services
- Energy Analytics
- Energy Efficiency and Conservation
- Energy as a Service
- Energy Supply Management
- Water Conservation

VALUE PROPOSITION

- **Comprehensive Energy Solutions:** Delivers services spanning energy efficiency, renewable energy, microgrids, and resiliency projects.
- **Performance Contracting Expertise:** Provides Energy Savings Performance Contracts (ESPCs) and Utility Energy Service Contracts (UESCs) to reduce upfront costs and guarantee savings.
- **Resiliency & Sustainability:** Designs and implements systems that improve grid independence, modernize energy systems, enhance reliability, and advance decarbonization goals.
- **Financial & Technical Partnership:** Aligns project funding, engineering, and execution to help clients achieve measurable energy and cost savings.

CONTACT US

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fescoenergy.com



Headquartered in Baltimore, **MD Energy Advisors** is a customer-centric energy management, marketing, and efficiency firm providing energy solutions to utilities, private companies, and residential clients. The company identifies opportunities to reduce energy-related operating expenses, offers strategies that improve environmental impact and provides financial vehicles to help implement these strategies. MD Energy Advisors has a robust team of approximately 35 energy experts with a diverse set of skills

SERVICES

- Retro-commissioning
- Energy Auditing
- Lighting Retrofits
- Measurement and Verification
- Energy Procurement
- Renewable Energy
- Energy Engineering/Technical Advisory
- Engineer Staffing



AT A GLANCE

- Headquartered in Baltimore
- Minority-Owned
- Provides Energy Solutions to Utilities, Private Companies, and Residential Clients
- 35 Energy Experts with Diverse Skills

“MD Energy Advisors tuned our existing building systems including variable frequency drives to realize noticeable energy savings without a large capital investment. In our case, we realized a simple payback in less than four months after leveraging available utility incentives.”

Susie Kelly,
Grander Capital Partners

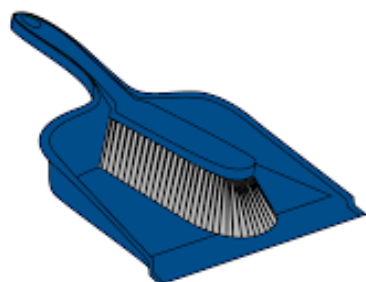
“Monitoring and managing energy expenses for tenants is a top priority at Merritt Properties. MD Energy Advisors made an effort to understand what mattered to us, and they went above and beyond to deliver.”

Mike Scheiner,
Merritt Properties

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American Maid

American Maid started in 1978 and is a 5 generation, privately owned non-franchise operation. They serve the Baltimore, MD area and all surrounding areas, handling all types of commercial cleaning and disinfecting services. They pride themselves in reliable, high-quality cleaning solutions for every hospital and institution they serve.

American Maid offers daily, weekly, biweekly, and monthly cleaning services.

VALUE PROPOSITION

- **Reliable Cleaning:** Provides reliable, high-quality, and affordable cleaning solutions tailored to hospital needs.
- **Flexible Services:** Offers daily, weekly, bi-weekly, and monthly cleaning services.
- **Specialized Healthcare Cleaning:** Expertise in maintaining sterile and hygienic environments crucial for hospital settings.
- **Compliance with Healthcare Standards:** Adherence to all relevant healthcare cleaning standards to ensure patient safety and regulatory compliance.
- **Experienced and Trained Staff:** Professional cleaning staff trained in hospital-grade cleaning techniques and the use of appropriate disinfectants.

SERVICES

- Janitorial Services
- Commercial Disinfectant Services

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americanmaidbaltimore.com



For over 80 years, Home Paramount has been a family-owned and operated pest management company dedicated to effective service at an affordable price. As one of the nation's largest pest control operators, the Maryland-based company is committed to personalized, attentive care for commercial and residential customers.

Since 1939, this family-owned & operated company has provided effective and reliable termite control, pest control and moisture control services for residential and commercial customers throughout Maryland, Virginia, Pennsylvania, Delaware, North Carolina, South Carolina, West Virginia, Florida, and Washington, DC.

The staff at Home Paramount includes full-time entomologists, state-certified inspectors and technicians and a friendly customer service staff.



SERVICES

- Pest Management Services
- Integrated Pest Management Services
- Disinfection and Sanitation Services
- Bed Bug (Thermal Heat and Conventional) Services
- Bird Control
- Commodity and Structural Fumigations
- Mosquito and Tick Control
- Nuisance Wildlife Control
- Rodent Control
- Termite Control



AT A GLANCE

Committed to Health and Safety

Home Paramount is committed to the health and safety of our employees, our clients and our environment. For generations, Home Paramount Pest Control has taken the initiative to research, implement and monitor new pest control technologies and materials to improve the health and safety of all the communities we serve. Our personnel are specifically trained to make responsible decisions regarding safety and to recommend non-chemical solutions when possible. At the same time, we recognize that pests continue to pose real health and safety risks to our clients and we do our part to manage these pests responsibly.

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homeparamount.com



PMM currently provides janitorial and related facility services at approximately 300 client locations across the DMV, primarily within these noted market sectors.

Professional Maintenance Management (PMM Companies) is a recognized leader in janitorial, disinfection, and facilities management services in Washington, DC, Maryland, and Virginia. PMM provides customized services to clients in commercial offices, healthcare/laboratory facilities, educational facilities, religious institutions, government facilities, retail environments, and residential communities. Our services menu also includes environmental services customized to the needs of our healthcare/laboratory clients.

SERVICES

- Janitorial Services
- Disinfection Services
- Facilities Management

AT A GLANCE

Professional Maintenance Management, Inc. (dba PMM Companies) is a corporation organized under the laws of the State of Maryland, with approximately 1,400 employees providing janitorial and other facility-related services at 300 client locations totaling 35 million square feet across the Washington, DC, Maryland and Virginia region (the DMV). It serves as the sole parent company of the subsidiaries noted below. These subsidiary companies are solely related to PMM's Facilities Maintenance and Management division and do not perform janitorial-related services under client contracts.

PARENT COMPANY
Professional Maintenance Management, Inc.
 (dba PMM Companies)
 (All Commercial Janitorial Contracts)

Professional Maintenance Management, LLC
 (Government Contracts)

At Once, LLC
 (Baltimore Window Washing Contracts)

Professional Maintenance Management of Florida, LLC
 (Florida Contracts)

PMM Facilities Management, LLC
 (Facilities Maintenance & Management Contracts)

“The Vision for our real estate portfolio at Harbor Point in Baltimore is to create a world-class, mixed-use destination that sets the standard for innovation and excellence. When it came to meeting our janitorial and disinfection requirements, PMM has not only upheld our high baseline standards, but exceeded them. PMM has implemented a high-quality, flexible approach that puts the health and safety of our tenants first.”

Chris Lamb, Senior Property Manager, Beatty Management Group

“Since Day One of the pandemic, PMM has been our ‘go to’ expert on key issues around safely reopening our charter schools and houses of worship. Not only have they provided outstanding technical expertise, they hosted virtual town halls for our members and developed customized plans to meet the unique needs of each facility.”

Felipe Witchger, Founder & Former Executive Director, Community Purchasing Alliance

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SERVICES

- Cleaning Services
- Special Medical Building Services
- Environmentally Friendly Services
- Emergency Services
- Floor Care
- Window Washing
- Post Construction

VALUE PROPOSITION

- **Expertise in Secure Facilities:** Specializes in cleaning secure facilities, including government buildings, medical facilities, and more.
- **Environmentally Friendly Techniques:** Uses earth-friendly cleaning methods, minimizing environmental impact.
- **Customizable Services:** Services are fully customizable to meet the specific needs of each client.
- **Emergency Response:** Offers 24-hour emergency response services, ensuring that maintenance issues are addressed promptly.



Founded in 1976 by Hugh M. Brown, Safeguard Maintenance Corporation was built on the principles of professionalism and dedication to measurable results.

A family-run company, they've grown through the years by delivering customized, cost-effective solutions with a focus on government and commercial facilities. Today, under the leadership of President & CEO Michael Hood, they continue to expand and innovate, carrying on the legacy of the Brown family. They remain committed to maintaining the high standards set by their founders, ensuring each project is handled with care, expertise, and the personal touch that has set them apart for nearly 50 years.

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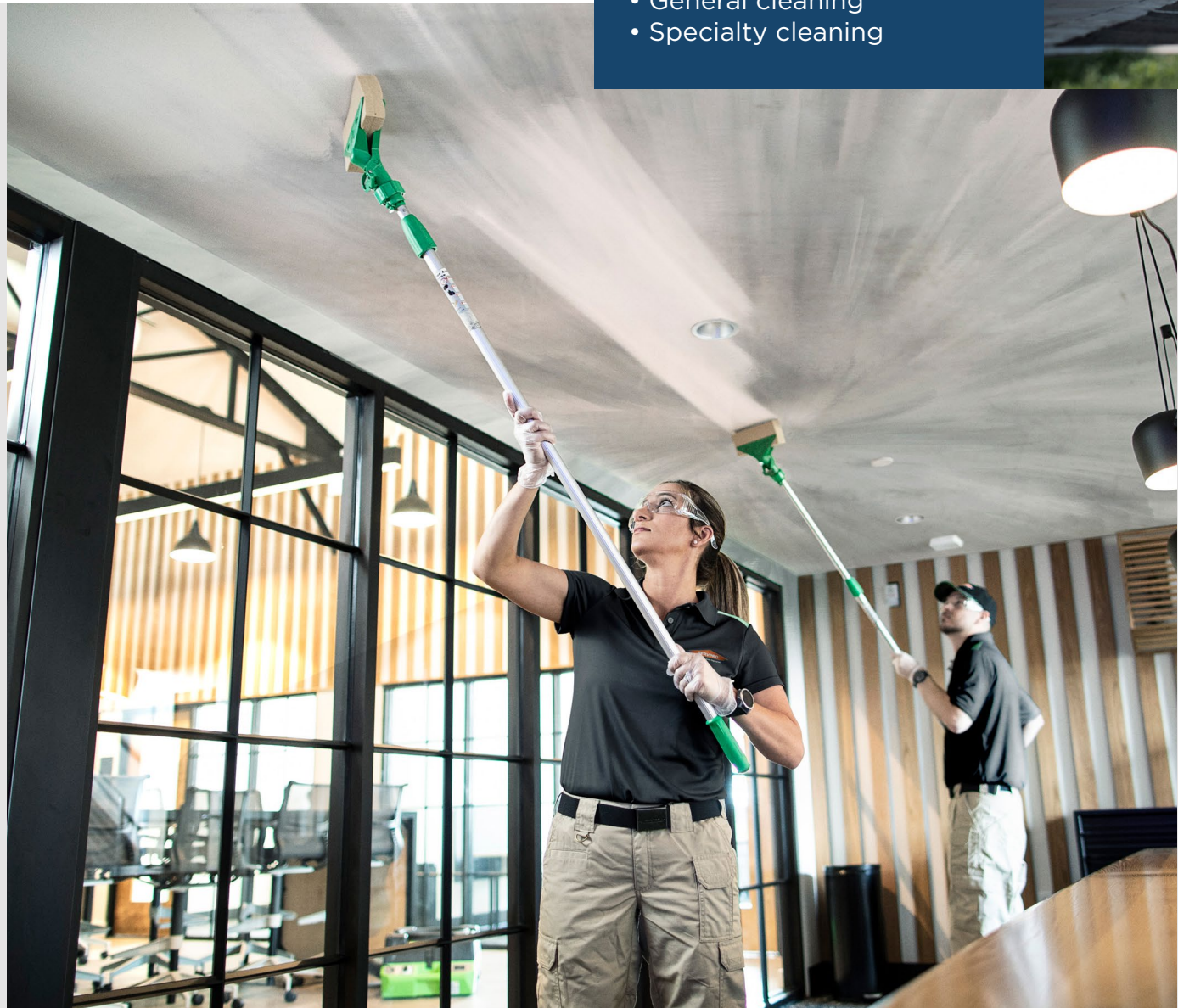
In 1967, SERVPRO® began as a painting business owned by Ted and Doris Isaacson in Sacramento, California. Within a short time, they leveraged their background in cleaning and restoration to grow their company by offering franchises in the cleanup and restoration industry. Today, SERVPRO has more than 2370 locations in the United States and Canada and has become the #1 choice in cleanup and restoration.

SERVPRO Team Olson is available 24/7 for water, fire, storm, and biohazard emergencies.

The team mobilizes within hours, arriving with the equipment, containment systems, and trained personnel to protect patients and minimize operational disruptions.



- SERVICES**
- Construction
 - Cleanup and restoration for:
 - Water
 - Fire
 - Mold
 - Storm
 - Commercial buildings
 - General cleaning
 - Specialty cleaning



VALUE PROPOSITION

- **Rapid 24/7 Emergency Response:** Minimizes downtime and damage with immediate mobilization.
- **Trusted Expertise:** Has certified specialists with decades of experience in disaster recovery and cleaning.
- **National Strength, Local Service:** Backed by a nationwide network while delivering personalized, community-based care.
- **Proven Results:** Uses industry-leading techniques and equipment to restore property quickly and cost-effectively.

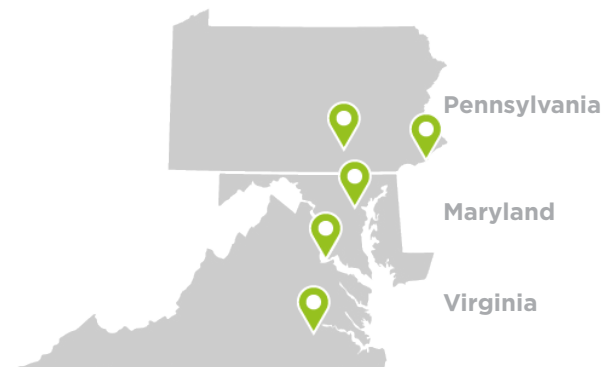
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Like it never even happened.®



A **UNISON RISK ADVISORS** Company



RCM&D's Healthcare Practice is well-established, with roots in the mid-Atlantic region dating back to the 1940s when we partnered with Johns Hopkins Health System (still a client today). Historically, this Healthcare Practice has accounted for approximately 24% of annual revenue from commercial accounts and 28% of the commercial client base. Overall, the practice manages hundreds of millions in premiums and captive insurance funding for our healthcare clients.

RCM&D is ranked among the top independent insurance advisory firms in the United States.

With five locations and more than 200 employees throughout the mid-Atlantic region, the firm's specialized teams provide strategic solutions and consulting for risk management, insurance, and employee benefits. Founded in 1885, the organization leverages 137 years of experience and strong local, national, and global reach to meet all business objectives. As a privately held corporation, RCM&D is financially secure and committed to continued financial health.

Established in December 2020, through the strategic merger of RCM&D and Oswald Companies, Unison Risk Advisors (a dba of the JBO Holding Company) is employee-owned and ranks among the 30 largest brokerage firms and among the top five largest independently owned firms in the country. The independent, employee-owned structure ensures the entire Unison Risk Advisors Team is dedicated to clients' satisfaction with the combination of talent, resources, innovation, and technology to meet clients' needs.

As a whole, Unison Risk Advisors serves more than 20,000 personal and business clients and has annual revenues of more than \$140 million. Clients are regional, national, and international in various industries, including healthcare, construction, education, hospitality, professional services, real estate, and more. Unison Risk Advisors features a combined workforce of more than 650 employees in 13 office locations throughout the mid-Atlantic and Midwest.

SERVICES

- Alternative Risk Financing Programs/ Captive Consulting Services
- Enterprise Risk Management (ERM) Advisory Services
- Locum Tenens Consulting Services
- Physician Credentialing and Underwriting Services
- Claims Advocacy
- Data Analytics & Benchmarking Studies

Other solutions:

- Cyber modeling and scanning
- Catastrophic Loss Property Modeling
- Contract review
- Construction project risk

OUR HEALTHCARE EXPERTS



Chris Bonesteel
Healthcare Team
Leader MD/PA



Kevin Carnell
Healthcare
Division Director



Scott Martin
Healthcare Team
Leader VA

AT A GLANCE

RCM&D provides risk management services, commercial property and casualty insurance, employee benefits and health insurance, private client solutions, surety, and retirement plan services to corporate and individual clients in a diverse set of industries. RCM&D is proud to be the recommended insurance broker for the Maryland Hospital Association for over 50 years, as well as the current insurance broker for the association.

“RCM&D has provided the actuarial and underwriting services to allow this captive to originate, and it's really started to grow.”

Senior Treasury Analyst, Johns Hopkins Health System

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The Office People™ is an award-winning, minority-owned and operated business that has been serving the Southeast for over twenty years. Our growth and success have enabled us to service customers in twenty-three (23) states across the nation with outstanding products, service, and support.

The Office People™ is helping businesses, school districts, hospitals, medical facilities, banks, law firms, churches, insurance companies and other industry organizations save money by providing superior office solution services from design process to delivery.



TOP IS TAKING HEALTHCARE TO THE NEXT LEVEL

“I wholeheartedly believe in giving props when due, and that’s why I’m more than happy to say The Office People are amazing at getting high quality office furniture, office equipment, and technology at great prices with excellent customer service before and after the sell. Their sales reps are wonderful to work with! Several years ago, we were at our wits end with copiers from another company because they constantly broke, and we experienced poor service. So I called The Office People! They put together a plan to buy us out of the lease we were in and give us brand new devices at cheaper prices than what we were paying. These copiers give us little to no problems, and if something did go wrong, their repair team was on site fixing it within a few hours. Recently, we upgraded to newer devices and TOP saved us even more money than what we had before! In addition to this, they installed two large displays with video capabilities that allow us to hold virtual meetings/groups, as well as some new furniture.”

Satisfied Customer

CORE COMPETENCIES

- Managed Print Services
- Document Imaging Systems
- Digital Signage
- Audio Visual Services
- Interactive Displays



DIGITAL SIGNAGE

4k Full Resolution Graphics, Interactive Touch Displays, Stream Live Feeds, & more



DOCUMENT IMAGING SYSTEMS

Award Winning Service, Free Product Training, Supply Delivery, Leasing Options & more



MANAGED PRINT SERVICES

Reduce Costs, Budget Easier, Automated Maintenance, Consolidate Hardware, & more



OFFICE INTERIORS

Design To Delivery -> Seating, Desks, Workstations, Tables, Storage, Accessories, & more

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