

MHCA Business Services

MHCA member Group Purchasing Program

MHCA Insurance Services

Our partnership with Acadia Benefits, Inc. which members can purchase health, dental, group life insurance, short and long-term disability, vision and voluntary benefits.

Provista/Vizient

Our national group purchasing partner with over 1,500 contracts applicable to long term care including Sysco NNE, US Foods, Grainger, Home Depot, Office Depot, Sherwin Williams, Staples...too many to list here!

MHCABS direct to vendor contracts:

1Concier
APPI Energy
Cross Insurance
Flowers Bakeries, Inc./LePage Bakeries
McKesson Medical-Surgical
Medline
Senior Housing Crime Prevention Foundation
Support Medical Systems
TwinMed, LLC
WB Mason



Learn how you can
save
and
support
Your Association

Contact Dianne Chicoine, Director of Business & Information Services
Email: dchicoine@mehca.org Tel: 207.623.1146 ext. 201



Acadia
BENEFITS

MHCA Insurance Services

In 1999, the MHCA and Acadia Benefits formed a partnership and established MHCA Insurance Services, LLC. which benefits all members. Our mission of this partnership is to provide our members with the highest level of local employee benefit insurance services by offering high quality, comprehensive, and cost-effective plan design options. Our services are tailored to each of our customer's unique needs.

Contact:

Vicki Ferentz

(207) 822-4382

vferentz@acadiabenefits.com

www.acadiabenefits.com

Benefits to HR staff:

- Comprehensive compliance review and support
- Management of the plan renewal process
- Employee communications tools including:
 - Onsite support for open enrollment meetings
 - Customized Employee Benefit Center (EBC) website for employees
 - Customized employee benefit guides and enrollment forms
 - Employee benefit fair support
 - Long-term strategic planning
- Plan benchmarking resources
- Monthly plan cost tracking
- HR risk management tools provided by ThinkHR
- Wellness plan support and guidance

Benefits to employees:

- Employee claims support from our Employee Advocate:
 - A dedicated advocate to help employees and their families resolve claim issues, answer questions and more: www.acadiabenefits.com/employee-advocate
- Web-based enrollment and administration through customized Employee Benefit Center (EBC)
- Employee benefit education
- Online training provided by ThinkHR

Join other businesses that already trust our seasoned and service-oriented experts at Acadia Benefits. Through MHCA Insurance Services, LLC, members can purchase health, dental, vision, group life insurance, short and long-term disability and voluntary benefits.

Partner of





Contact:

Dianne Chicoine

Director of Business & Information Services

(207) 623-1146 ext. 201

dchicoine@mehca.org

MHCA Business Services

MHCA Business Services, Inc., is an affiliate of the Maine Health Care Association. Our relationship with this national GPO partner launched an expanded group purchasing program to benefit all MHCA members. Our program offers members multiple benefits, including:

- Lower purchasing costs, as a result of the economies of scale and higher volumes afforded by national and regional contracts.
- Rebates to facilities on purchases.
- Improved operational efficiencies through such value-added services as benchmarking and patient care financial projects.

We've got your facility covered from **A** to **Z**

See below snapshot of product/service contract areas:

Administration/Marketing

- Commercial and Promotional Prints
- Communication Marker Boards and Accessories
- Consumer Brand Marketing Services
- Courier Services
- Credit Card Merchant Processing Services
- Data Management Solution Services
- Document Conversion/Storage, Destruction/ Shredding, Management
- Employee Satisfaction Surveys
- Executive Recruitment
- Express and Ground Shipping
- Facility and Workforce Management Products
- Financial Services: Account Receivable; Accounts Payable Audit and Recovery Services
- Furniture Products
- HR and Labor Management Services
- IT Consulting Services, Hardware, Software, Accessories, Security and Staffing
- Language Interpretation Services
- Marketing and Advertising Services – Print/Internet
- Office Equipment - Copiers
- Office Furniture, Products & Supplies
- Pre-Employment Service
- Printers, Consumables and Maintenance
- Printing
- Private Label Products
- Relocation Services
- Staff Scheduling Software
- Staffing Services
- Telecommunication Services

- Transcription Services & Equipment
- Wireless - Voice, Data, and Connected Machines

Facility Operations/Maintenance

- Access Control and Door Hardware Products
- Building Infrastructure Systems, Products and Services
- Capital and Construction Consulting Services
- Capital Equipment
- Carts and Shelving
- Ceiling Systems, Drywall, Gypsum board
- Construction and Maintenance Containment Products
- Construction Services
- Construction Thermal & Moisture Protection
- Cubical Curtain, Shower Curtains and Window Treatments
- Elevator & Escalator Maintenance and Construction Services
- Emergency Power Equipment Products
- Facility Maintenance Services
- Fire Alarm and Safety Services
- Floor Cleaning Equipment
- Floor Coverings/Flooring
- Headwalls and Flatwalls
- Housekeeping Chemicals
- HVAC and Building Automation Products
- Inventory Services
- Landscaping Services
- Laundry Chemicals
- Linen and Reusable Apparel Products
- Paint and Related Sundries Products

- Pest Elimination Services
- Plumbing & HVAC -Design & Build Services
- Security Equipment Products and Services
- Signage
- Teleconference and Web Collaboration Services
- Television Programming Services and Equipment
- Televisions and Accessories
- Textiles and Apparels
- Third Party Freight Management Services
- Uniforms – Purchase & Rental
- Utility Audit Services
- Vertical Transportation Services
- Wall Protection Products
- Waste Management
- Water Treatment Products
- Wayfinding Services

Food/Nutrition

Distributors:

- **Sysco of Northern New England**
- **US Foods**
- Food Service Design, Software and Chemicals
- Ice Systems
- Kitchen Equipment Maintenance
- Kitchen Equipment Repair Services (Serviced by Ecolab)
- Meal Delivery Systems

Pharmaceutical/Medical Services & Supplies

- Durable Medical Equipment
- Electronic Health Record (EHR) and Electronic Medical Record (EMR) Products
- Environmental, Food and Medical Waste Equipment
- Equipment Cleaning, Disinfecting, and Reporting Services
- Equipment Rental
- Falls Management
- Handheld Instrument Repair Services
- Medical Equipment Rental Products
- Nurse Call, Fall Management and Bed Control Products
- Nurse Staffing
- Patient Lifts
- Patient Transfer Equipment
- Rehab and Nursing Minimum Data Set (MDS) Consulting Services
- Rehabilitation Products

Transportation

- Car Rental Services
- Fleet Sales (Vans, etc.)

Looking to find areas to save money?

Contact us for a free, no obligation cost comparison of your current invoices to Provista contracts to find potential savings.

Dianne Chicoine
MHCA - 207.623.1146, ext. 201
Email: dchicoine@mehca.org

For current participants, let us review your purchases to find ways to optimize your buying power.



THE BUCK STARTS HERE.

PASS THE PROVISTA SAVINGS ONTO YOUR EMPLOYEES.

As a Provista member, you enjoy special pricing on wireless phone service, computers, travel, entertainment and more. And now you can share the same discounts with your employees. With more than 300,000 offers and easy mobile access, there's plenty of savings to go around.

Introducing the Employee Savings Program by Provista—the best way to show employees how much you appreciate their hard work and dedication.

Members and employees can save on a wide variety of products and services used every day. There's no charge or commitment. Just pure savings, plain and simple.



WEB ACCESS

- 1 Employees can register at **provistaco.com/savings**.
- 2 When registering, employees can use their work or personal email address.
- 3 Encourage employees to visit **provistaco.com/savings** regularly to view the latest offers.



MOBILE ACCESS

For easy mobile access, download the app. Search "Employee Discounts by Vizient" in the App Store or Google Play. Or scan the QR code below.



vizient. WHO IS VIZIENT?

Vizient is the contracting partner of Provista. We utilize their contract portfolio and together make up more than \$100 billion in purchasing power.

Connect with your Provista
Sales Executive at **888-538-4662**

WHERE WILL YOU SAVE?

Here are some of the private offers available exclusively to Provista members.*

WIRELESS PHONE SERVICE



AT&T
Save on monthly service charges



Verizon
Save on monthly service charges

Wireless offers, promotions, pricing, terms, restrictions & conditions subject to change & may be modified, discontinued, or terminated at any time without notice.

TECHNOLOGY AND ELECTRONICS



Insight
Save on hardware and software solutions



Dell
Save on computers, TVs and other electronics

OFFICE SUPPLIES AND MOVING SERVICES



Staples Business Advantage
Save on supplies and copy and print services



United
Save on moving services, mortgage assistance and temporary housing

HOME PRODUCTS AND SERVICES



Orkin
Save on home pest control services



Sherwin-Williams
15% off paint, stain and supplies

Here are a few examples of the great discounts offered through the Employee Savings program.

MOVIES AND EVENTS



AMC Yellow eTicket
Save 37% on movies



VIP Packages
10% off concerts and sports events

TRAVEL AND TRANSPORTATION



Abenity Hotels
Save up to 60% off hotel stays worldwide



Auto Buying Program
Get member savings on new and used cars

THEME PARKS, HOTELS AND CRUISES



Six Flags
Up to 34% off gate price nationwide



Abenity Cruises
Save up to \$1,000 off Carnival, Royal Caribbean, Disney Cruise Lines and more

CHOCOLATE AND SPECIALTY GIFTS



Harry & David
Save 15% on delectable gifts



Godiva
20% off purchases with preferred pricing

*Restrictions apply.

MHCA Business Services direct vendor contracts

Administration/Office

Senior Crimestoppers

Contact: Ms. Kay Joest, Vice President

Tel: (800) 529-9096

Email: Kay.Joest@seniorcrimestoppers.org

Products/Services: The organization serves as a conduit for banks to use to fulfill their federally mandated Community Reinvestment Act requirements through providing aid to low and moderate income individuals in their local community. Components include personal lockboxes for the residents, cash rewards up to \$1,000 paid anonymously for information about wrongdoing of any kind, and effective, on-going education and training for staff members and residents.

W.B. Mason

Contact: Mr. John McDonald, Branch Manager

Email: john.mcdonald@wbmason.com

Products/Services: Office Supplies & Furnishings

Facility Operations/Maintenance

APPI Energy

Contact: Ms. Margo Madden

Tel: (800) 520-6685

Email: mmadden@appienergy.com

Products/Services: APPI Energy provides data-driven procurement solutions that reduce and manage electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and the lowest prices available among many vetted, competing suppliers.

1Concier (Harbor Linen)

Contact: Ms. Betsy Johnson, Account Executive

Tel: (786) 532-9207

Email: bjohnson@1concier.com

Products/Services: Apparel, footwear, uniforms, furniture, interior design, housekeeping/laundry, incontinent products.

Food/Nutrition

Lepage Bakeries, A Subsidiary of Flower Foods

Contact: Ms. Jess Young Tel: (207) 783-9161, ext. 311

Products/Services: Bread & Baked Goods

Insurance/Property & Casualty

Cross Insurance

Contact: Mr. Stephen Dorsey, VP, Commerical Lines Mgr.

Tel: (800) 537-6444 or (207) 783-8591

Email: GGilbert@CrossAgency.com

Products/Services: Property/Casualty Insurance

Pharmaceutical/Medical Services & Supplies

McKesson

Contact: Ms. Zetta T. Fogg, Account Manager

Tel: (207) 852-9807 Customer Service: (800) 654-7240

Email: Zetta.Fogg@McKesson.com

Products/Services: Durable medical equipment; incontinence products, both reusable and disposable; medical - surgical, including sterile and non-sterile gloves; enteral nutritional supplies; ostomy and tracheostomy; respiratory; skin care - personal care, including provon products; textiles and linens; wound care/surgical dressing; third party billing.

Medline

Contact: Mr. Dan Rollins, Sales Representative

Tel: (207) 415-1696

Email: drollins@medline.com

Products/Services: Durable medical equipment, capitol equipment, incontinence products, both reusable and disposable, medical/surgical, including sterile and non-sterile gloves, enteral nutritional supplies, ostomy and tracheostomy, respiratory, skin care/personal care, including provon products, textiles and linens, wound care/surgical dressing, third party billing.

Support Medical Systems, Inc.

Contact: Mr. Joe Narcisi, Regional Sales Manager

Tel: (508) 678-6100

Email: joe@supportmedicalsyste.ms.com

Products/Services: Rental/Lease of Durable Equipment

TwinMed, LLC

Contact: Mr. Werner Nischt, Vice President of National Accounts

Tel: (330) 618-5868

Email: wnischt@twinmed.com

Products/Services: Twinmed Patient Per Day Program, durable medical equipment. incontinence products, both reusable and disposable, medical/surgical, including sterile and non-sterile gloves, enteral nutritional supplies, ostomy and tracheostomy, respiratory, skin care/personal care, including provon products, textiles and linens, wound care/surgical dressing, third party billing.



Maine Health Care Association

317 State Street, Augusta, ME 04330
Tel: (207) 623-1146 Fax: (207) 623-4080

www.mehca.org