



2023 Rural Minnesota Health Forum

May 24-25, 2023

Arrowwood Resort and Conference Center

2100 Arrowwood Ln, Alexandria, MN 56308

Sponsor Directory

Hosted by:



A partnership of rural healthcare organizations working together to strengthen the delivery of healthcare in rural Minnesota.

Medi-Sota

Main Contact Deb Ranallo / Jennifer Gearman
Phone (320) 769-2269
Email dranallo@medi-sota.org / jgearman@medi-sota.org
Website <https://medi-sota.org/>

Description Medi-Sota, Inc. is a non-profit healthcare consortium of 35 rural health care providers in Minnesota. Membership Benefits include:



- Free and discounted workshops and webinars with CEU's.
- Custom searches for Providers, Allied Health Professionals, & Management/Executives.
- Peer networking for sharing ideas and best practices, peer support, and survey readiness.
- Discounted rates for services & equipment providing member flexibility and no mandates.

Minnesota Rural Health Cooperative

Main Contact Denise Schneekloth
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Website <https://mrhc.net/>

Description Minnesota Rural Health Cooperative (MRHC) was formed in 1995, in the year after the Minnesota State Legislature enacted the Minnesota Health Care Cooperative Act (Minnesota Rural Health Cooperative Stat. 62R et. seq. - "62R") to facilitate "the goals of containing healthcare costs, improving the quality of healthcare, and increasing the access of Minnesota citizens to healthcare services."



MRHC strives to develop and maintain a cooperative effort of physicians, providers, hospitals, health care facilities and organizations to preserve and maintain health care resources and access with local choice and control for member communities.

We focus on providing the benefits and services to facilities and providers that are serving rural communities. There are a number of services that are especially beneficial to facilities and providers that are independent.

MN Rural Health Cooperative is an approved CMS vendor and administrator for the following CAHPS surveys: Clinician & Group, Home Health, Hospice, Hospital, Outpatient & Ambulatory Surgery.

Rural Health Alliance

Main Contact Erik Malchow, President
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Website www.myrha.org

Description The Rural Health Alliance is dedicated to improving members' financial health by mining opportunities that deliver optimized savings and value across the supply chain.



Rural Health Alliance is a market channel partner of Vizient. RHA sells and services Vizient's portfolio of services. The RHA is also a member of the Vanderbilt Purchasing Collaborative which provide members contract aggregation strategies. RHA serves over 400 clients in 30 states.

The goal of the RHA Purchasing program is to reduce the overall cost of care, enhance operational efficiency, align clinical delivery, and to improve revenue performance in member hospitals.

3M

Main Contact Lisa Weiland
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Website https://www.3m.com/3M/en_US/medical-us/

Description From products designed to protect and support your patient along their surgical journey, hospital stay or clinic visit, to leading innovations in negative pressure wound therapy, surgical incision management, infection prevention, sterilization assurance, advanced wound care and skin integrity, 3M is focused on addressing your challenges and meeting the needs of the people you care for every day. Transform outcomes with 3M through patient-centered science.



AgileBlue

Main Contact Peter Burg
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Description AgileBlue is a SOC|XDR platform that's proven to detect cyber threats faster and more accurately across your entire digital infrastructure and cloud. We provide 24/7 monitoring, detection and response to identify cyber threats before a breach occurs.



Our tech is intelligent and automated, but we take a custom approach for every client we work with, analyzing and detecting exactly what you need it to. Our products are 100% cloud-based including advanced machine learning and user behavior analytics backed by our team of cyber experts who are always just a call away.

Agiliti

Main Contact Scott Halseth
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Description Agiliti is a company of 5,000+ passionate equipment management experts who believe every interaction has the power to change a life. We've built a brand that's dedicated to optimizing clinical outcomes while relentlessly improving economic outcomes for our customers. We help hospitals and health systems address their challenges — including compliance requirements, general cost pressures, the rise of consumerism, looming talent shortages and the rising quality issues related to medical devices. We ensure the right equipment is in the right place at the right time — from infusion pumps to beds to imaging devices — so physicians, nurses and other caregivers spend more time focused on patient care. We provide supply chain teams with valuable insights they can use to control costs. And we offer a full range of clinical engineering services — supplemental support and full outsource programs — to unburden your biomed department.



AIRGAS Healthcare

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Description Airgas Healthcare's mission is to support our healthcare customers in their mission to improve lives. Our comprehensive product offering consists of a wide range of medical gases, including medical oxygen for hospitals, and medical nitrous oxide in a variety of supply modes that meet regulatory requirements.



American Welding & Gas



Main Contact Aaron Vanderstelt
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Description AWG manufactures and distributes industrial, medical, specialty and beverage gases and associated welding and safety supplies.

Beckman Coulter Diagnostics



Main Contact Shelly Woodruff
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Description At Beckman Coulter Diagnostics, we are dedicated to advancing and optimizing the clinical laboratory. For more than 80 years, we have been a trusted partner—helping laboratory and other healthcare professionals provide better patient care by delivering the accurate diagnostic information they need, when they need it.

We innovate on a global scale, invest in growing our associates' careers and embrace continuous improvement. Moving healthcare forward is our passion and what we do every day.

In today's healthcare environment, supporting the goals of medical practices, hospitals and health networks—delivering highquality patient care, improving the health of populations and reducing the costs of healthcare—is paramount. Our comprehensive and unique range of diagnostic solutions, clinical data management tools and proven process management expertise is our contribution. These solutions help healthcare professionals assess, diagnose and monitor conditions from cardiac disease to metabolic functions, blood disorders, infectious disease, cancer and more. We provide reliable and robust solutions to enable effective and efficient diagnoses, improving healthcare around the globe.

Discover the Beckman Coulter Diagnostics Difference › Portfolio to include chemistry, IA, Hematology Urinalysis, Automation and Clinical Informatics

Bell Insurance



Banking | Mortgage | Wealth Management | Insurance

Main Contact Brian Lewandowski
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Website <http://bell.insurance/>

Description Bell offers a full range of financial and related services for the health care industry – including full-service insurance, mortgage, wealth management, and investments.

Bell is committed to community service and giving back. Since 2008, Bell Bank's unique Pay It Forward initiative has empowered more than \$25 million in employee-driven charitable giving.

Big Stone Therapies



Main Contact Jason Breuer
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Website <https://BigStoneTherapies.com>

Description Big Stone Therapies is a leading clinical provider, offering in-patient, out-patient, long-term care and on-site assisted living rehabilitation services to over 40 communities. We offer physical therapy, occupational therapy and speech-language pathology services.

Bio-Rad Laboratories

Main Contact Stephanie McGlone
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Description

Bio-Rad Laboratories is a leading global clinical diagnostics and life science company. We are focused on meeting the diagnostic testing needs of our customers in all areas of hospital and reference laboratories. Bio-Rad provides products for diagnostic testing performed in core labs, microbiology, serology, molecular and blood bank products.



Bremer Insurance

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Website <https://www.bremer.com/>

Description

Healthcare Insurance Services

As a healthcare professional, you stay on top of many complex issues while finding ways to invest in quality care and improve patient experiences. Bremer Insurance knows this industry and its unique challenges. We're here to guide you toward comprehensive insurance coverage that helps you manage risk as you serve patients throughout your community. We offer coverage for community hospitals, physician groups, clinics, urgent care facilities and long-term care facilities. Bremer Insurance's customized healthcare solutions complement the risk strategies of a variety of healthcare groups – protecting not only your operation, but your providers as well.

- Medical malpractice limit review
- Cyber coverage analysis
- Building limits review
- Executive and professional liability limit review
- Claims examples
- Gap and cost-benefit analysis



Brown & Brown

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Description

Brown & Brown, Inc. (formerly Hays Companies) is a leading insurance brokerage firm, delivering employee benefits and risk management solutions to businesses and individuals since 1939. With 15,000+ teammates in 500+ locations worldwide. Our footprint in delivering innovative strategies helping our 7500+ healthcare customers is extensive. We are experts in managing your costs and finding creative ways protect your risk, help you recruit and retain talent and working with you to creatively find ways to grow your revenue stream. We look forward to the opportunity to talk with you.



Central McGowan

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Description Central McGowan is a third-generation, family-owned, diversified company founded in 1965 with the merger of McGowan Welding Supply of Little Falls (founded in 1947) and Central Welding Supply of St. Cloud. Our dynamic business model includes three integrated businesses: a FANUC-authorized automation and robotics integration division; a leading distributor of industrial gas & supplies, medical gases & specialty gases; and a CO2 Solutions division that supplies beverage carbonation, water treatment and dry ice systems & products. We serve 20+ industries with customers spanning most of Minnesota and Iowa, and areas of North Dakota, South Dakota & Wisconsin; and automation implementations across the U.S. and internationally.



We have fully stocked retail welding supply stores in St. Cloud, Little Falls, Mankato, and Minneapolis, MN and Fargo, ND; about 70 Minnesota dealers; and CO2 distribution locations in St. Cloud and St. Paul, MN, Fargo, ND and Des Moines, IA (as Fessler Carbonic Gas).

We believe quality and integrity are the keys to success, as is always putting customers first. When we say "WE WORK FOR YOU," we mean it! We strive to make life work better for you. Visit us online at WWW.CENTRALMCGOWAN.COM, on Facebook, LinkedIn, Twitter, Instagram and YouTube.

ChartSpan Medical Technologies

Main Contact Jack Van Norden
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Description ChartSpan offers several value-based care solutions that help healthcare organizations across the nation grow practice profitability and improve patient outcomes:



- Full-service Chronic Care Management
- Annual Wellness Visit software - RapidAWV™
- Enrollment Services for Remote Patient Monitoring programs - RPM EaaS™
- Quality Improvement Services

CLA (CliftonLarsonAllen LLP)

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Description CLA exists to create opportunities for our clients, our people, and our communities through industry-focused wealth advisory, digital, audit, tax, consulting, and outsourcing services. With more than 8,500 people, nearly 130 U.S. locations, and a global vision, we promise to know you and help you. For more information, visit CLAconnect.com. CLA (CliftonLarsonAllen LLP) is an independent network member of CLA Global. See CLAglobal.com/disclaimer. Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.

Colltech, Inc

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Description With over 30 years of experience in the healthcare receivables industry, you can trust Colltech for all your collection needs! We personally work each account turned over to our office to ensure effective and empathetic debt resolutions—getting results while minimizing patient complaints by never using a dialer. Find out for yourself why we are Medi-Sota's preferred collection agency!

Competitive Edge Medical

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COMPETITIVE EDGE MEDICAL

Description Competitive Edge Medical is a family owned manufacturer's group that has been serving the region for over 25 years. We have unique solutions to assist our clients with on-line ordering platforms; inventory management; bracing solutions; cold therapy; and miscellaneous supports and splints. Our manufacturers include Thuasne USA; Bauerfeind USA; Hely & Weber; Active Ice; AquaCast Liner; Shower Shield and Pedifix.

Converdia Health Staffing

Main Contact Brian Rahman
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Website <https://www.converdiahealth.com/>



Description Converdia Health Staffing provides short-term, long-term and direct placement for CNAs, nurses, allied staff, physicians and advanced practice providers. They provide staffing to various settings which include hospitals, long-term care settings (nursing homes and assisted living), and outpatient clinic settings. The vision for this company began over 30 years ago when Brian Rahman, President/Founder was a CEO of small rural hospitals. The staffing shortages within each of these facilities was great and created many challenges for these small rural communities. The demand was high and the resources low as far as nurses, physicians and allied staff were concerned. It was at this point that the dream for Converdia began. With a passion for recruitment and the desire to be of service to communities in need, Brian Rahman, President & CEO, pursued opportunities to make this dream come true. After a successful first few years serving the Fargo area & beyond, they set out to expand their reach in the Sioux Falls area, opening this branch on September 1, 2022.

Cresa

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Description Cresa is the world's most trusted occupier-centric commercial real estate firm. We strategize for the best possible results for occupiers everywhere. We think beyond space. Partner without conflict. And apply our integrated expertise to make your business better. Cresa offers our entire suite of integrated healthcare real estate services to clients across the Midwest. Regardless of location, we provide the very best talent the industry has to offer, lending our unique insight and professional expertise to help reduce cost and enhance your operations. Each of our services is scalable, allowing our team to make quick adjustments to meet the evolving needs of your portfolio. Our services include Transaction Management, Project Management, Strategic Planning, Lease Administration, and Property Tax Appeal.

DTA Healthcare Solutions

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Description DTA Healthcare Solutions is a Minnesota-based healthcare data and analytics consulting firm that has been helping hospitals and health systems achieve better decision-making through efficient use of data for over a decade. Our Analytics Managed Services offering allows rural and other smaller healthcare organizations to access highly-skilled and experienced healthcare data professionals at a budget they can afford. We help with executive dashboards, operational and clinical reports, data analysis, data submissions to organizations like Minnesota Community Measurement and Press Ganey, and any other data capability that is lacking or not as efficient as it could be, all at a fraction of the cost of a single FTE!

Dunham Associates Inc

Main Contact Justin Thiner
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Description Dunham is the preferred partner for architects, building owners, and other partners who demand a higher level of engineering expertise and service. Offering a full range of mechanical engineering, electrical engineering, and commissioning + energy services across multiple specialty markets, Dunham has succeeded for over 60 years by making our clients feel confident.



Ecolab

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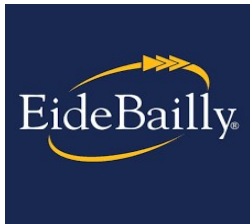
Description Ecolab is a global sustainability leader offering water, hygiene and infection prevention solutions and services that protect people and the resources vital to life. Building on a century of innovation, we deliver comprehensive science-based solutions, data-driven insights and world-class service to advance food safety, maintain clean and safe environments, optimize water and energy use, and improve operational efficiencies for customers around the world.



Eide Bailly, LLC

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Description Eide Bailly serves the healthcare industry because we genuinely enjoy supporting others so they succeed. We bring our clients sustainable solutions that help their organizations improve. Our focus goes beyond traditional accounting services with an emphasis on enhancing value with each of the solutions we provide.



Engan Associates Architects

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Description Engan Associates is located in downtown Willmar and has been in operation for over 40 years. Our list of services is always evolving but we focus on design and construction of civic, healthcare, and education projects. We welcome the challenge of renovation as well as new construction. Our focus starts first with the clients wants and needs. Once a consensus is reached the building comes easy.



Gallagher Insurance Point

Main Contact Caroline Buse
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Description Gallagher Insurance Point partners solely with organizations in the healthcare marketplace nationwide. We provide specialized guidance in securing the most cost-efficient and contemporary employee benefit and risk management solutions. Our approach affords healthcare clients access to stronger purchasing power and stability through unique and proprietary solutions that generate savings on employer spend. We serve as a strategic partner to RHA to deliver cost savings and efficiencies to members.



Hi-Line Capital Management

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Description Hi-Line Capital Management provides Institutions with investment strategies and executive resources for investment needs. Our goal is to connect operations with investments so the Institution can fulfill its mission.



Hillary Lyons Associates

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Description HILLARY LYONS ASSOCIATES - Customized Solutions | Sustainable Resource Strength Established in 1967, Hillary Lyons Associates is a resource for nonprofit community hospital CEOs, board chairs and foundation executives who are seeking breakthrough strategies to attract the generosity of their community.



We believe that an engaged community is a pivotal resource for innovative achievements in the mission of healthcare. Our focus is backed by a proven approach to increase charitable support, social capital, and marketing strength every year, every day.

Let us help you achieve and exceed your philanthropic goals! Learn more at hillarylyons.com or contact us at info@hillarylyons.com.

HIPAAtrek

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Description HIPAAtrek is an all-in-one compliance solution that helps you organize, track, and prove compliance on every level. Our all-in-one platform gives you the power to manage policies and procedures, send and track employee training and security reminders, create and execute BAAs and other contracts, and assess risks and track breaches.



Horizon Virtual Telehealth

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Description Horizon Virtual's Telehospitalist service is a customizable & sustainable staffing solution for rural hospitals. We make it easy to schedule a full-time remote Internal Medicine Telehospitalist. We handle every aspect of the implementation process. We provide all the equipment, installation, and staff training. We are simply another hired physician on your team. Our equipment is HIPAA Compliant & HITRUST CSF Certified which easily integrates with your current Electronic Medical Record. We utilize state-of-the-art technology and a reliable telehealth platform to deliver timely care to your patients. Our coverage solution will increase staffing efficiency & overall revenue, while reducing physician fatigue & patient transfers. To schedule a free platform demo, call Darin Willardsen, MD at 320-345-5740.

IC System

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Description Celebrating 85 years, IC System, privately owned since 1938, is an expert in healthcare billing collections. Our more than 4,000 healthcare clients represent over 70% of our client mix and have an average tenure of 16 years. We are a medical collections company that cares about the patient experience, delivers superior performance, and are devoted to improving your revenue cycle.

ICU Medical, Inc.

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Description ICU Medical is a global leader offering clinically essential products and solutions that connect patients with caregivers through life-enhancing, innovative technology and services that provide meaningful clinical value. Our robust portfolio features medical delivery systems and consumable products for infusion therapy, emergency medicine, general and regional anesthesia, homecare, NICU/PICU, oncology, pain management, and respiratory care. We are a dedicated partner delivering leading-edge products across the continuum of care.

Innovational Water Solutions, Inc

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Description Innovational Water Solutions Inc specializes in providing safer, more sustainable water treatment. Water Management is a significant factor in the health and safety of your facility, equipment, staff, clients, and visitors. We offer diverse water management services including monitoring, testing and corrective action plans, including: Cooling Tower Management and Treatment, Legionella Testing, Monitoring and Disinfection, Steam Boiler Management and Treatment, Hydronic Recirculating System Management and Treatment, Potable Water Testing, and Discount Programs For Associations & Membership Groups. With over 100 years of combined experience in the water treatment industry, IWS can deliver superior products and services. We find the right solutions for our customers.

Insight Restorations

Main Contact Joe Holman
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Description What is your plan to recover from an unforeseen man-made or natural disaster event?? A summer wind storm that peels back the roof and dumps rain into the entire building? A frozen pipe that bursts, flooding the Emergency Wing? An electrical fire that sends smoke and soot throughout the facility? Insight Restoration is a Woman-Owned Business specializing in Healthcare Property Disaster Mitigation and Recovery. Our ICRA certified technicians are trained to handle large property damage and clean intricate medical equipment and tools. We also have a free, non-contractual program, called our Emergency Recovery Program (ERP) that we designed to ensure that you are prepared for any type of disaster pertaining to water, fire, storm or mold damage. Insight Restoration is your best partner to recover from any unforeseen disaster events. "Insight is what we bring!"

Kraus-Anderson Construction Company



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Description Founded in 1897 and family owned and managed for more than 75 years, Kraus-Anderson Construction is consistently ranked by Engineering News Record among the U.S. Top 20 Construction firms in the Midwest, providing award-winning consulting and construction services coast to coast. As an integrated development, construction and real estate leasing and management enterprise, we bring an owner's perspective to our work, collaborating closely with clients, architects, and other stakeholders to envision and plan for success long before ground is broken.

MagMutual



MAGMUTUAL

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Description For more than four decades, MagMutual has been a leading provider of medical professional liability insurance. Today, we deliver comprehensive coverage for the practice, business and regulation of medicine, along with exceptional service, extensive support and financial benefits, to more than 30,000 healthcare providers and organizations nationwide.

OUR PRECEPTS

While we continually innovate, evolve and grow to stay ahead of a changing healthcare environment, our core precepts remain steadfast and our commitment to them unwavering. Always put you, our PolicyOwners, first Deliver the best product to you Improve your practice and business environment Optimally manage your company Financial strength you can rely on

MedCycle Solutions



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Description MedCycle Solutions focuses on empowering healthcare organizations in all areas related to net patient revenue, staff training, medical billing, and more. Our customized solutions help your revenue cycle improve step-by-step to accelerate overall cash flow. When you're properly reimbursed, you have the resources to invest in your practice to make life easier for staff and patients. Ease the strain of a slow revenue cycle by working with our experts. From provider credentialing and enrollment to insurance aging cleanup to EMR builds and optimizations, MedCycle Solutions offers our expertise to boost your efficiency and profits.

MEDITECH



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Description MEDITECH empowers healthcare organizations everywhere to expand their vision of what's possible with Expanse, the world's most intuitive and interoperable EHR. Expanse lays the foundation for the next digital era by enabling care across delivery settings, designing cloud-based systems to drive better outcomes, and providing mobile, personalized solutions to improve efficiency for an overburdened workforce. See why thousands of healthcare organizations in 23 countries choose Expanse to meet the challenges of a new era in healthcare, boosting the productivity and satisfaction of their physicians, nurses, and staff. Expand your possibilities. Visit ehr.meditech.com, find MEDITECH Podcasts on your favorite platform, and follow us on Twitter, Facebook, and LinkedIn.

Medline Industries LP



**We make
healthcare
run better™**

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Description Medline is a Med/Surg & Lab distributor. We manufacture many of our own products which we partner with facilities across the entire continuum of care to drive savings for customers and drive down the cost of HealthCare.

Merck Vaccines



MERCK
INVENTING FOR LIFE

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Description Merck Vaccines: Vaxneuvance, Vaxelis, Gardasil 9, Rotateq, Vaqta, MMRII, Varivax, Proquad, PedVax Hib, Recombivax HB

Midmark Corporation



Main Contact Kory Mosher
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Description Midmark helps physicians and care teams deliver exceptional patient care with better equipment, smarter workflows and integrated technology. For more than 50 years, we have used our knowledge and understanding of the ambulatory care space to help our customers improve clinical outcomes and eliminate the barriers that prevent a seamless, well-coordinated patient care experience. We offer full lines of exam and procedure chairs, workstations, cabinetry, instrument processing, diagnostic instruments and digital diagnostic solutions as well as location and workflow automation, state-of-the-art software, real-time locating system (RTLS) technology and expert consulting services.

Mindray



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Description Mindray is a global leader and developer of healthcare technologies and solutions for monitoring, anesthesia and ultrasound. Mindray provides innovative solutions within patient monitoring, anesthesia delivery and medical imaging. We believe we can change lives by making the most advanced healthcare technology attainable for all. Primary contact for patient monitoring and anesthesia is Jordan Griesinger and for ultrasound is Sarah Rustad.

Moments Hospice

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Website <https://momentshospice.com/>



Description Moments Hospice is Medicare Certified Hospice Agency servicing most of Minnesota. We are focused on creating individual plans of care, because every patient and family is unique. We take great pride in creating long lasting partnerships with our Hospitals, Facilities and Community partners by recognizing that we are guests in their facilities and that collaborating on a joint plan of care always results in the best outcome for the patient. It is our mission to help increase the communities awareness of the Hospice Benefit as we believe that everyone deserves to be comfortable with an optimal quality of life during the end of life process.

OptiFreight Logistics

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Description Advance your logistics performance and stay ahead of what's next with Cardinal Health™ OptiFreight® Logistics. Uncover efficiencies, reduce spend and optimize shipping with tailored solutions, committed experts, innovation and data-driven insights.

Pope Design Group

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Description Pope Design Group is an architecture and interior design firm employing creative professionals whose passion is creating environments that enhance lives. Founded in 1974 and headquartered in Minnesota, the firm today continues a legacy of defining project success by achieving our clients' organizational goals, and designing spaces where people and their endeavors thrive.

QuidelOrtho

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Description The future of diagnostics is at hand United as one, we are transforming the power of diagnostics into a healthier future for all. Quidel Corporation and Ortho Clinical Diagnostics are now QuidelOrtho.

Retrieve Medical Equipment

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Description

Retrieve Medical Equipment offers pre-owned imaging and biomedical equipment solutions. We purchase out of service equipment from hospitals, imaging centers and other medical facilities at generous valuation. Revenue from sales can help your facility afford the next generation of equipment it needs for patient care. We offer an easy process for valuation, pick up and payment. Best of all, payment for the equipment will arrive before we remove the equipment from your facility. Contact us to see how we can help: 330-963-0277 or info@retrievemedicalequipment.com.

Rural Hospital Insurance of America (RHIA) program managed by HealthSure

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Description

HealthSure is a national, full-service risk consulting and insurance agency endorsed by the NRHA to run the Rural Hospital Insurance of America (RHIA) program. We've focused our services on the rural healthcare community since 1998. Our unmatched focus brings collective buying power to nearly 100 hospitals.

Our clients look to us to turn risk into an asset and help them take back control from the big insurance companies. The RHIA program goes beyond traditional insurance needs with strategies that are designed ONLY for rural hospitals.

HealthSure provides services from direct contracting to pharmacy strategies that include 340b to captive programs for employee benefits. These are just a few of the ways we're helping hospitals win. There is strength in numbers which is why we believe our hospital partners should "Never Go It Alone".

SafeQual

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Website <https://www.safequal.net>



Description

ChatGPT will be demonstrated at our booth during the conference. This is just one of many innovations that build confidence that your people are making data and quality methodology-driven decisions in the pursuit of patient safety.

SafeQual gives hospital leaders confidence in the chosen methodology and workflows employed in the clinical quality, patient safety, and risk management processes that are in use daily. Our software connects your staff and systems seamlessly in more rapid and distributed workflows, allowing leaders to engage more people in the pursuit of zero patient and employee harm every day.

Sand Consulting, LLC

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Description Mary is a proven leader with more than 35 years of professional experience in healthcare, nonprofit organizations and higher education. Most recently she served as Vice President of Strategic Operations and Performance Excellence for a well-respected healthcare system. She facilitated system-wide strategy development and implementation for this \$2.6B system. Mary has collaborated with executive sponsors on large-scale projects designed to reduce expenses and optimize operations. Her experience also includes working directly with dyad leaders of clinical service lines.



Mary has extensive experience in leadership development. Her health care experience specifically includes physician leadership. She previously served as the Vice President of Leadership and Organizational Development. While in this role, Mary led the transition from a decentralized model to a centralized model for leadership development and staff development impacting 1,100 leaders, 650 physicians and 16,000 frontline staff. Mary has created and led service excellence initiatives at the system-level. She partnered with leaders to improve the patient experience in 32 hospitals and 200 clinics.

See the Trainer Sports Medicine Stores Inc

Main Contact Tyler Brown
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Website <https://seethetrainer.com>

Description Driven by customer service and upheld by reputation, SEE THE TRAINER® is an orthopedic, sports medicine facility dedicated to keeping a diverse population functioning through a variety of bracing and support products.



SEE THE TRAINER® offers a full line of in-stock bracing, home health and rehabilitation products. Whether your pain results from a chronic condition or an acute injury, we are dedicated to improving your quality of life. Our knowledgeable staff will do its best assisting you in selecting the appropriate product to best fit your needs.

--WE FOCUS ON PRODUCTS SO YOU CAN FOCUS ON YOUR PATIENTS--

See The Trainer's Stock & Bill program offers comprehensive functional bracing and Durable Medical Equipment (DME) inventory management, billing and collections. It's an excellent way to improve your health system's selection with absolutely zero up-front cost. It allows you to provide your patients with the high-quality soft goods they require—and without all the timeconsuming headaches of tracking inventory and billing insurance and then collecting.

Shared Medical Services

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Description Shared Medical Services (SMS) is the premier provider of specialized medical imaging solutions. Our customized services include mobile imaging, parked mobile solutions, modular and in-house partnerships in MRI, PET/CT, CT, and Digital Mammography.



Since 1980, our sole focus has been helping healthcare providers bring state-of-the-art care to their communities in an efficient and cost-effective way. Our commitment to our customers powers our culture of continuous improvement in everything we do – from our network of experienced healthcare professionals and registered technologists, to our investments in the most advanced imaging technologies. We would like to tell you more about Shared Medical Services and what we can do for your patients, physicians and community, as well as your bottom-line.

Shred-n-go

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SHRED-N-GO, Inc.
Secure - Mobile - Document Destruction

Description Shred-N-Go, Inc.'s mission is to provide the most secure, cost-effective, on-site mobile document destruction service available in Minnesota and the Upper Midwest. Shred-n-go provides SECURE; onsite document destruction, offsite document destruction, electronic media destruction, hard drive destruction, and many other security required destruction services. These services can be done as a one-time service or on a recurring schedule.

Spacelabs Healthcare

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**SPACELABS
HEALTHCARE**

Description Since 1958, Spacelabs has continually redefined the boundaries of what's possible in healthcare technology. From monitoring Ed White's historic Gemini IV spacewalk and Neil Armstrong's first step on the moon, to watching over millions of patients around the world today, Spacelabs' pioneering innovations in real-time telemetry enable health monitoring and diagnostics for people and patients across the care continuum.

Stago

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Description Diagnostica Stago, Inc., (STAGO) is an industry leader in the science of hemostasis and thrombosis. Stago provides the Clinical Laboratory multiple instrument options for routine and special Coagulation testing. The STA Satellite, STA Compact Max, and STA-R Max offer standardization of coagulation testing. Routine tests such as PT-INR, PTT, Fibrinogen, D-dimer and Heparin anti-Xa; along with an extensive Special Coag testing menu. Stago is dedicated to continually developing and providing the very best hemostasis products, technical support, and services. Stago welcomes the opportunity to earn your business when the time is right.

Stericycle, Inc

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Description Stericycle is a U.S. based business-to-business services company and leading provider of compliance-based solutions that protect people and brands, promote health and well-being, and safeguard the environment. Since our founding over 30 years ago, we have grown from a small start-up in medical waste management into a leader across a range of increasingly complex and highly-regulated arenas, serving healthcare organizations and commercial businesses of every size. We protect what matters.

symplr

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Description symplr is the leader in enterprise healthcare operations software and services. For more than 30 years and with deployments in 9 of 10 U.S. hospitals, symplr has been committed to improving healthcare operations through its cloud-based solutions, driving better operations for better outcomes. Our provider data management; healthcare-specific workforce management; compliance, quality, and safety; and contract, supplier, and spend management solutions improve the efficiency and efficacy of healthcare operations, enabling caregivers to quickly handle administrative tasks so they have more time to do what they do best: provide high-quality patient care.

ThermoFisher Scientific / Fisher Healthcare

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Website <https://fisherhealthcare.com>



Description 100% laboratory and diagnostics focused across the continuum of care to drive better healthcare economics. Superior products and service portfolio, deep customer expertise, cutting edge eCommerce platform & smarter supply chain management.

Transmed Inc.

Main Contact James McFarland
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Website <https://transmedultrasound.com>



Description Transmed provides quality mobile medical ultrasound to rural hospitals and clinics in southwest Minnesota. Transmed is proud to be Joint Commission Accredited. Transmed is Medi-Sota's Preferred Provider of Medical Ultrasound. Primary contacts are Patrick McFarland (605) 520-8266 or Jim McFarland (605) 530-1313.

United Imaging

Main Contact Matt Retterath
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Website <https://united-imaging.com>



Description United Imaging develops and manufactures advanced medical equipment covering the entire process of imaging diagnosis and treatment. Our U.S. headquarters in Houston includes offices, factory, product showroom, training center, and service parts distribution. With a mission of Equal Healthcare for All™, we drive industry progress and bold change. Visit unitedimaging.com.

US Foods

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Description US Foods is one of America's great food companies and a leading foodservice distributor, partnering with approximately 300,000 restaurants and foodservice operators to help their businesses succeed. With nearly 28,000 employees and more than 70 locations, we provide our customers with a broad and innovative food offering and a comprehensive suite of e-commerce, technology, and business solutions.

Vaaler Insurance, a Marsh & McLennan Agency

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Description Vaaler Insurance, a Marsh & McLennan Agency LLC Company is committed to delivering the most favorable insurance solutions and state of the art risk management services to help you provide the highest quality of care and safest work environment. Vaaler's customized clinical risk services, resources, and training opportunities can be accessed online at Vaaler.com, and we are available to meet with your team to provide an orientation of these resources and discuss your quality initiatives and challenges. These services are included as part of our commitment to help our Senior Care clients improve their insurance exposures, reduce their total cost of risk, and help make life a little easier for you and your staff.

Verisys - MN Credentialing Collaborative

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Description Verisys is an industry leader in provider data management, credentialing, and sanction monitoring, delivering comprehensive profiles of verified provider data. Hundreds of large healthcare organizations and related stakeholders partner with us to streamline processes, accelerate verifications, and enable compliant, aligned provider networks.

Verisys is fully certified and accredited with the NCQA and URAC and maintains the industry's highest data and compliance standards.

Verkada - CIT

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Description Computer Integration Technologies' focus on people, solutions, cybersecurity, hardware, software, and the future makes technology work for everyone. We are the experts in the ever-changing technology landscape so you can focus on what truly matters to you and your business. For Verkada, what started with video security cameras is now seven product lines working seamlessly together using our software-first approach. Every product we offer ensures organizations have real-time insights into what could impact the safety and comfort of people throughout their physical environment while simultaneously empowering them to take immediate action.

Wipfli

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WIPFLI

Description With more than 2,900 associates and 100,000 clients, Wipfli ranks among the top 20 accounting and consulting firms in the nation. Business today is more fluid than ever. Helping firms achieve their goals takes imagination, discipline and a process that delivers results today while anticipating tomorrow's demands. That's Wipfli. Learn more at wipfli.com.

Wold Architects and Engineers

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Description

For over 50 years, Wold Architects and Engineers has developed extensive experience in all different shapes and sizes of healthcare projects. From small renovations to total facility replacements, Wold has partnered with more than 300 healthcare and senior living organizations to improve and enhance their campuses. From community and critical access hospitals to senior living, behavioral health, and specialty care, Wold is committed to improving the rural healthcare experience.

Our firm has worked with healthcare organizations to enhance their patient experience, improve staff work environments, and to integrate the latest technology and healthcare planning principles to create healthcare facilities that positively impact the communities they serve.

Visit WoldAE.com or follow on Facebook or LinkedIn to learn more about how we partner in designing meaningful experiences.

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