

# HANYS Marketplace™

CURATED HEALTHCARE SOLUTIONS



**We do the heavy lifting  
so you don't have to.**





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Healthcare providers need quality solutions they can trust. Finding and vetting vendors can be a time-consuming, risky strategy. **That's where we can help.**

Healthcare is constantly evolving — so is the Marketplace. We continually evaluate the needs of healthcare providers to ensure the Marketplace meets your needs today and in the future.

Our diverse portfolio of solutions will help you thrive in this dynamic healthcare environment.

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**Every partner in HANYS Marketplace® is thoroughly vetted by our experts, bringing healthcare providers best-in-class solutions designed to meet your needs.**

## OPERATIONS

**LanguageLine  
Solutions®**

**LanguageLine Solutions** provides the highest quality phone, video and onsite training, document translation services and localization, as well as bilingual staff and interpreter testing and training. LLS delivers the industry's fastest and most dependable access to highly trained and professional linguists in more than 240 languages.

**MLMIC**  
MLMIC Insurance Company  
a Berkshire Hathaway company

**MLMIC Insurance Company**, a Berkshire Hathaway Company, has been a leader in the medical malpractice insurance industry for over 45 years. Today, MLMIC is not only the largest writer of medical professional liability insurance in New York state, it is also one of the largest companies of its kind in the nation.

MLMIC's services include:

- Consultative Risk Management Analytics — offering access to New York experts skilled in loss analysis and prevention;
- LEGAL 24/7 hotline — providing immediate access to experienced, knowledgeable healthcare attorneys; and
- Claim Management Service — successfully defending more cases than all other New York insurers combined. MLMIC's defense never rests.





## QUALITY



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**Nuance Quality Measures** offers rich, reliable data on core measures and quality performance required by key regulatory agencies for both manually abstracted and electronic clinical quality measures. It helps reduce time-consuming abstraction tasks and support requirements with automatic file transmission and identification of patients who fall into core measures categories.



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**Retrieve Medical's Retrieve GED** assessment for older adults embeds within your electronic medical record and screens for concerns like dementia, delirium, agitation, social determinants of health and elder abuse.

Retrieve GED improves geriatric ED productivity by:

- using the latest technology to make an ED physician's work more productive for older adults;
- ensuring the most accurate clinical protocols for documentation; and
- helping teams more effectively monitor risk assessments for older adults.

## COMPLIANCE

### EWASTE+

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**EWASTE+** is a New York-based, full-service electronics recycling and data destruction company. Trusted by hundreds of healthcare facilities in New York and beyond, EWASTE+ specializes in managing diverse waste streams generated at hospitals and health systems.



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**YouCompli** makes complying with all regulations simple.

YouCompli is the only healthcare compliance management solution that includes baked-in legal analysis and expert tools. This combination of regulatory intelligence and software helps healthcare organizations manage risk and reduce the impact of regulatory changes.

Their clients are empowered to respond to regulatory changes quickly and confidently, and they can easily prove they've fulfilled their obligations.



## HEALTH INFORMATION MANAGEMENT



**Nuance Quality Measures** medical coding and compliance solutions offer web-based, enterprise-wide products and services designed to improve coder productivity and maintain the highest levels of accuracy and compliance.

## DATA ANALYTICS



**DataGen** offers analytical insights to healthcare organizations, focusing on payment policy changes, value-based programs and market dynamics. Its product portfolio includes impact reports that address annual and ad hoc changes to Medicare's fee-for-service programs, performance measures within Medicare's innovation and value-based programs, custom analytics to evaluate financial and quality outcomes within any payer scenario and applications to track legislative changes and support culture of safety and community outreach programs. DataGen's customers rely on its analytical expertise as they strive to improve quality, outcomes and financial performance.

DataGen®, Inc. is a wholly owned subsidiary of HANYS Services, Inc. dba HANYS Marketplace.

## GROUP PURCHASING



**Vizient** is the nation's largest healthcare performance improvement company, leveraging approximately \$100 billion in purchasing power. With targeted solutions to improve performance and achieve greater value for patients, Vizient delivers increased scale in intelligence, data assets and purchasing power to address supply, clinical and operational improvements. Beyond its robust contract portfolio, Vizient also offers customized purchasing solutions that include:

- data and analytics;
- contract implementation;
- management tools;
- savings programs; and
- business reviews and reports.

## CYBERSECURITY



**Censinet RiskOps™** delivers total automation and actionable insights across all third-party and enterprise risk management workflows, processes and operations. With a Digital Risk Catalog™ of over 34,000 healthcare vendors and products, automated corrective action plans, real-time portfolio management and board-ready summary reporting, healthcare organizations can continuously manage and mitigate third-party risk across the entire vendor and product contract lifecycle — from procurement to renewal to retirement.

## DIGITAL HEALTH AND TECHNOLOGY



**Damo Consulting** is a leading digital transformation advisory firm that helps healthcare organizations navigate the transition to telehealth and virtual care.

Digital transformation advisory services include:

- digital strategy and roadmaps;
- technology strategy and partner selection;
- DamoIntel™ Digital Health Intelligence; and
- digital governance and operations.





## FINANCE



**AblePay Health** helps healthcare providers reduce their collection costs, receive prompt payment and improve their financials.

AblePay bridges the gap between healthcare providers and their patients, strengthening the relationship and creating a better patient experience. Providers can directly engage patients interested in lowering their out-of-pocket medical expenses by introducing this no-cost program.

AblePay users can expect:

- prompt 14-day payment without recourse;
- assumption of all financial risk by AblePay Health;
- easy implementation;
- no patient denial;
- lower costs and better staff utilization; and
- no changes to your current internal processes.



**Managed Care Advisory Services** is an expert in recovering money due to clients from class action settlement funds. MCAG's clients include over 25% of hospitals across the U.S.

MCAG's unique blend of state-of-the-art technology, extraordinary research capabilities, wide-ranging partnerships and deep domain expertise ensures that MCAG clients are informed of all pertinent opportunities to receive the maximum recoveries they are due — and all deadlines are met to file a complete and timely claim with minimal effort on the part of the clients' staff.

Engage with MCAG's experts so you can focus on core tasks that help you manage and grow your business, while MCAG optimizes your results from class action settlements.



**Cloudmed** is the leading provider of Revenue Intelligence™ Solutions that help healthcare systems identify and capture more revenue for the care they provide. Cloudmed increases healthcare providers' revenue by leveraging actionable insights created through industry-leading expertise and data-driven technology.

## SPEND MEND

**SpendMend** Serving over 150 major US healthcare systems, SpendMend is the leading provider of tech-enabled, cost-savings solutions in the healthcare industry. Combining the use of data, proprietary technology and rigorous analytics with extensive industry expertise, SpendMend partners with healthcare networks to improve and optimize costs in meaningful and collaborative ways.

SpendMend's platform includes software and solutions for profit recovery, purchased services, general cost savings, pharmacy procurement and more.



**Synergi Partners**, the largest privately owned incentive and tax credit consulting and processing company in the U.S., is extremely well versed in the healthcare industry. Synergi specializes in federal and state tax credit programs and disaster relief incentives for employers.

Synergi is operated by tax credit industry veterans with more than 40 years of experience and an executive team made up of thought leaders in the tax incentives industry. Synergi provides service and expertise to help clients realize the opportunities of each tax credit.

## WORKFORCE



**Adaptive Workforce Solutions** takes a collaborative approach to developing innovative workforce solutions by aligning with its clients' key business objectives and overall staffing strategies. As consultants, AdaptiveWFS acts as an honest broker to ensure that its clients benefit from creating an unbiased strategic workforce solution for managing contract labor. Its core business philosophy is to practice vendor neutrality to promote true competition, resulting in lower bill rates and higher quality staff.

The AdaptiveWFS team are experts at developing innovative staffing programs and knowing where cost savings can be found to balance out the need for procuring contract labor services. AdaptiveWFS takes an impartial approach to ensuring its customers have the right workforce solutions in an ever-changing healthcare labor market.

## RETIREMENT & EMPLOYEE BENEFITS

### HANYS Benefit Services

**HANYS Benefit Services** is a full-service, independent consulting firm that provides clients with customized solutions to meet their employee benefit and retirement goals. HBS serves as an extension of your team, providing a personalized experience to help you define your goals and identify collaborative solutions that yield proven results. HBS' client-focused, full-service approach means our experienced retirement and employee benefit experts will help you every step of the way.



# Interested in learning more about the products and services offered through HANYS Marketplace®?

Contact Terry August, director, marketing,  
HANYS Marketplace, at [taugust@hanys.org](mailto:taugust@hanys.org).

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[hanysmarketplace.com](https://hanysmarketplace.com)

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