

2024

PLEDGE PARTNERS

WHCA / WiCAL

2024 Pledge Partners

WHCA/WiCAL is proud to recognize our 2024 Pledge Partners, who each have demonstrated continued, unwavering support of the association and to our members. The 2024 Pledge Partners are the Association's Platinum, Elite Premier, Elite, Prime, and Select Partners, and provide over \$120,000 in combined annual sponsorship to WHCA/WiCAL. Because of their sponsorship, WHCA/WiCAL is able to continue its efforts to support Wisconsin's post-acute care providers, host events like the Annual Spring Conference and Fall Convention, and provide quality educational opportunities to our members.

WHCA/WiCAL is incredibly grateful for each one of these partners and their steadfast commitment to long term care. We thank these partners for their pledge to help us safeguard and strengthen representation of the long term and post-acute care profession. WHCA/WiCAL could not continue the necessary advocacy, leadership, education, and support services extended to our members without the commitments from these Pledge Partners.

Please take a moment to visit with each of these Pledge Partners during Spring Conference. Join us in thanking them for their generosity and support!

2024 Pledge Partner Listing

PLATINUM PARTNER

Behavioral Care Solutions

Amanda Reisner • 262-366-3116 • areisner@bcsgps.com • behavioralcaresolutions.com

ELITE PREMIER PARTNER

Martin Bros Distributing

Sam Satovich • 763-291-6222 • Sam.satovich@martinbros.com • martinbros.com

ELITE PARTNERS

M3 Insurance

Pat LeMire
608-288-2807
pat.lemire@m3ins.com
m3ins.com

Healthcare Services Group

Levi Carl
708-997-5250
lcarl@hcsghcorp.com
hcsghcorp.com

McKesson Medical Surgical

Jake Byrnes
763-807-6120
Jake.byrnes@mckesson.com
mckesson.com

Think Anew

Stacey Yoakum
601-853-1953
Syoakum@thinkanew.com
thinkanew.com

Wipfli LLP

Larry Lester
414-431-9300
Llester@wipfli.com
wipfli.com

PRIME PARTNERS

CE Solutions

Deb Martin
866-650-3400
Debm@discovercesolutions.com
discovercesolutions.com

Kleenmark

Michael Staver
608-807-8591
mstaver@kleenmark.com
kleenmark.com

Medline Industries, Inc.

Laura Pett
847-254-2917
LPett@medline.com
medline.com

Navigator Group Purchasing, Inc.

Adam Arians
973-879-7292
adam.arians@navigatorgpo.com
navigatorgpo.com

von Briesen & Roper, s.c.

Stacy Gerber Ward
414-287-1568
Sgward@vonbriesen.com
vonbriesenhealth.com

Pathway Health Services, Inc.

Lisa Thomson
414-322-2043
Lisa.Thomson@pathwayhealth.com
pathwayhealth.com

SELECT PARTNERS

**Basic American/
Grahamfield**
grahamfield.com

Medtrition
medtrition.com

CliftonLarsonAllen LLP
claconnect.com

DTN Staffing
dtnstaffing.com

Herzing University
herzing.edu

PointClickCare
pointclickcare.com

Thrifty White Pharmacy
thriftywhite.com

Anchor Solutions
anchorsolutions.com

Theoria Medical
theoriamedical.com

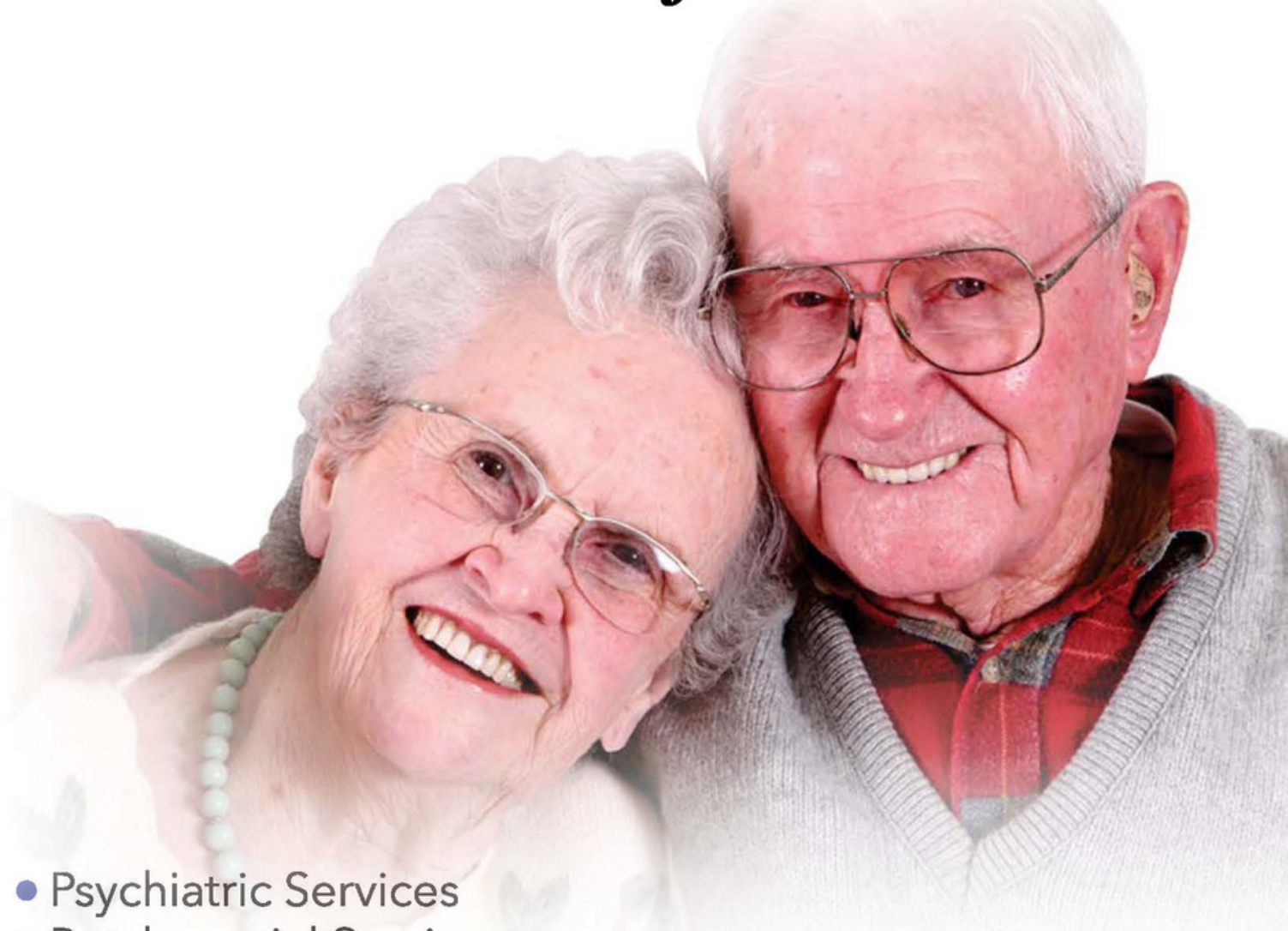
iCare
www.icarehealthplan.org



PLATINUM PARTNER

**Annual Sponsorship:
\$15,000+**

“Healthcare Excellence for the Older Adult”



- Psychiatric Services
- Psychosocial Services
- Psychotherapy Services
- Behavioral Management
- Family Centered Services
- Tele-Mental Health Services
- Non-Pharmacological & Behavior Management Services



**BEHAVIORAL
CARE SOLUTIONS**

Wisconsin Address: 11414 West Park Place, Suite 202, Milwaukee, WI 53224

Corporate Address: 39465 West 14 Mile Road, Novi, MI 48377

Phone All Locations: 877-906-9699 | Fax All Locations: 888-483-0118

Web: www.behavioralcaresolutions.com | Email: contact@bcsgps.com



**ELITE
PREMIER
PARTNER**

**Annual Sponsorship:
\$10,000+**

FOODSERVICE WITH A *difference!*

LEARN MORE AT
martinbros.com



WHAT MAKES US DIFFERENT?

SENIOR LIVING FOCUSED

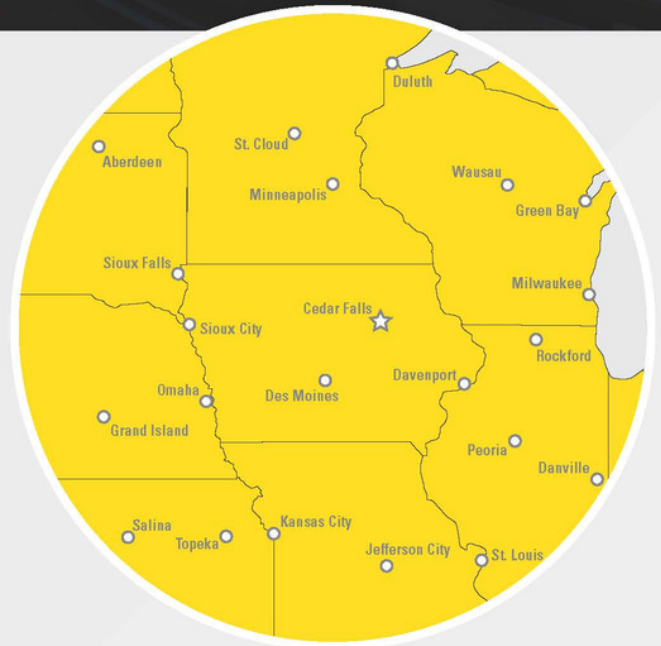
We work alongside your team to ensure your dining program runs smoothly. Our dedicated team of chefs, dietitians and specialists are empowered to support your success.

LEGENDARY CUSTOMER SERVICE

As a family and employee-owned Foodservice Distributor, we are driven to do more than deliver. Our customers describe us as valued partners.

INNOVATIVE SOLUTIONS

We provide solutions in times of challenge and in times of growth. Ask us about our Mpower Menu Suite, Spend Management Tools, Competency Training and more.



Resident satisfaction is truly achieved when all things are working together.

We place priority on helping you ensure you have happy residents, receiving quality care by trained and engaged staff members every single day.



Martin Bros.
DISTRIBUTING CO INC



EMPLOYEE OWNED



ELITE PARTNER

**Annual Sponsorship:
\$7,500+**



ThinkAnew[™]
a ProCern company



Empowering Care

with Every Connection

Think Anew delivers innovative technology solutions tailored for post-acute and senior care, nurturing the connection between caregivers and those they provide care for. Our seamless tech solutions streamline daily operations and improve quality care around the clock.

Technology Solutions for Post-Acute & Senior Care

- FULLY MANAGED IT
- TELECOMMUNICATIONS
- IT AS A SERVICE
- DATA SERVICES

We are proud to be a part of



1-888-871-4266

WWW.THINKANEW.COM



yes/ and

world-class expertise

+

individual attention



Why settle for either/or?

With M3 you get it all. Global resources? **Yes, and** a local presence. Someone who listens? **Yes, and** asks the right questions. We're your advisor and your advocate, an innovator and a collaborator. We're a growth partner, a community partner, and your best of all worlds insurance partner. No compromises, no matter what.

That's the promise of **yes/and**.

Learn more:

m3ins.com | 800.272.2443

McKesson Medical-Surgical

Delivering Supplies, Services and Solutions for You and Your Patients



As healthcare shifts from in-hospital to distributed and at-home care, you need a partner who helps improve care – wherever it's provided.



Distribution You Can Count On

99.8%

order accuracy



Single Source to Simplify Operations

300,000+

high-quality medical products



The Right Combination of Technology and Personal Service

1,600+

field and Inside sales reps



The Benefit of Scale to Healthcare Providers of Every Size

All-Inclusive

pricing with no hidden fees and a generous return policy*



Information and Analytical Tools Designed for Your Business Needs

10

Proprietary Technology Offerings



98%

Fill Rate



Over 10,000

branded, generic and specialty pharmaceuticals



8 Second

Average Customer Service Speed to Answer



Dedicated Support Teams

that specialize in non-hospital care

Proprietary Technologies

- McKesson Business AnalyticsSM
- SupplyManagerSM
- OneTrackSM
- VerbalCareSM
- Inventory Manager
- ScanManagerSM
- CSOSManagerSM
- Implant Manager
- ORBITSSM Charge Capture
- OrderLogic

Next-day delivery to

95% of U.S. locations



Customizable Ordering Solutions

Access to:

- Small Unit of Measure
- Dynamic ETA Options
- Patient Home Delivery**
- And More

Connectivity & Technology Teams

Setup and ongoing support to connect McKesson ordering to your preferred technology solutions.

42k residential deliveries a day**



Products, services and expertise to improve care – wherever it's provided.

Steve Wanty, Sr. Account Manager
steve.wanty@mckesson.com
(920)858-0760

Join today at mms.mckesson.com

MCKESSON

©2023 McKesson Medical-Surgical Inc.

Healthcare SERVICES GROUP



For over 40 years, Healthcare Services Group (HCSG) has delivered exceptional Dining, Nutritional, Laundry and Housekeeping services to an ever-evolving healthcare market including senior living, assisted living and rehabilitation centers.



1-800-363-HCSG | ³www.hcsgcorp.com

Senior living facilities have never been more important — or faced more challenges. We help you navigate financial and regulatory issues, workforce shortages and soaring demand. Visit wipfli.com/healthcare.



THRIVE

The word 'THRIVE' is written in large, bold, black letters. The letters 'T', 'R', 'V', and 'E' are solid black. The letter 'H' is a white outline. The letter 'I' is a white outline that contains a photograph of a smiling woman with glasses and curly hair. The background of the photograph is a blurred indoor setting.

Perspective changes everything.

WIPFLI



**PRIME
PARTNER**

**Annual Sponsorship:
\$5,000+**

Senior Care Education, Training, and Resources



VGM Education/CE Solutions is one of the industry's most complete continuing education solutions for senior care professionals, delivering effective, efficient, economical solutions to manage training and compliance.

What We Offer:

- Online learning management system that includes state and federal training topics. Reporting made easy to monitor staff training compliance.
- Infection Compliance Solutions (ICS) Tool
- HRIS API: Integrate your HR System with CE Solutions to save time on updating staff information.
- Performance Appraisal System for staff evaluations and competency assessments.
- Volunteer/contract worker training.





Bringing it all Together

Booth
303

von Briesen not only provides expertise in health law, we provide a full range of legal services to the health industry. That full range of services includes specialties such as real estate, construction, labor and employment, employee benefits, and intellectual property – one firm bringing it all together.

For tailored solutions to your most challenging needs, please contact Stacy C. Gerber Ward at stacy.gerberward@vonbriesen.com or Aaron M. Smith aaron.smith@vonbriesen.com.

**WHCA/WICAL
Legal Hotline**

powered by 

von Briesen

von Briesen & Roper, s.c. | Attorneys at Law

Milwaukee • Madison • Neenah • Waukesha
Green Bay • Chicago • Eau Claire

vonbriesen.com



Fighting infection in long-term care facilities

How do you build a strong team defense?

Meeting the complex needs of residents is demanding work. With everything on your staff's plate, infection prevention isn't always top-of-mind. Caregivers and workers can miss a hand hygiene moment, forget to glove or mask or inadequately disinfect the air and hard surfaces.



Up to 3 million serious infections occur every year in long-term care facilities.¹

The reality: infection prevention practices often fall short

Many long-term care leaders acknowledge the challenges in their facilities.

63% acknowledge hand hygiene compliance gaps²



51% believe staff fail to use PPE properly²



40% believe surface cleaning and disinfection is inadequate²



Discover a comprehensive approach to preventing HAIs

Developed by clinicians, our holistic **Long-Term Care Solution for Infection Prevention** helps everyone—clinicians, EVS teams, staff and leaders—understand their role in preventing healthcare-associated infections (HAIs). From products to training, it offers everything needed to promote best practices around hand hygiene, proper PPE use and cleaning and disinfection to prevent HAIs.



Hand Hygiene



PPE



Environmental Services



Ready to take infection prevention to the next level?

Build a strong team defense. Our Long Term Care Solution for Infection Prevention can empower your staff to build the skills and accountability needed to sustain a culture of safety.

To learn more visit go.medline.com/ip-long-term-care or speak to a Medline specialist at 1-800-MEDLINE (1-800-633-5463)

References: 1. Nursing Homes and Assisted Living (Long-Term Care Facilities) (LTCFs). Centers for Disease Control and Prevention. Available at: <https://www.cdc.gov/longtermcare/index.html>. Accessed September 10, 2021. 2. From risk assessments submitted by respondents to Medline. Data on file.



A Full-Service GPO

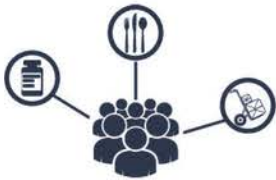
Programs, Tools & Services to help you achieve your resident and financial goals

The Largest and Most Experienced Full-Service GPO Exclusively Focused on Senior Living

Gain access to a full range of programs, tools, and services to help you achieve your resident and financial goals

Explore the benefits of Navigator membership at booth 410!

OUR SOLUTIONS INCLUDE



Our extensive contract portfolio and select distributor program helps provide savings opportunities. Navigator GPO members gain leverage on all purchasing needs:

- ◆ Food & Dietary Supplies
- ◆ Medical Products & Services
- ◆ Business Products & Services
- ◆ Hospitality
- ◆ Maintenance, Repair and Operations
- ◆ Kitchen Equipment & Supplies
- ◆ Office Supplies
- ◆ Capital Equipment



Culinary Consulting Services

Navigator provides members access to culinary and operational expertise to help reduce costs, drive operational efficiencies, increase revenues, and improve quality:

- ◆ Culinary Academy
- ◆ Menu Strategy & Planning
- ◆ Product Reviews
- ◆ Continuing Education Credit Offerings



Software Solutions

- ◆ **Navigator Menu Advantage:** This cloud-based solution seamlessly integrates with your current food distributor software to help improve efficiencies, free-up labor time and ultimately save you money.
- ◆ **Navigator Member Portal:** Offers a central resource for insights into Navigator spend, an easy way to find vendors for specific projects, the ability to manage the addition of a new locations online, and more.



Contract/Program Management



Customized Member Support



Data Analytics



Continuing Education



MHA Legislative Affairs



**PATHWAY
HEALTH**
Insight | Expertise | Knowledge



Moving Your Organization Upward

INSIGHT

Client-centered support to identify opportunities for improvement.

EXPERTISE

Solutions to improve clinical outcomes, achieve financial, regulatory and operational goals and navigate change.

KNOWLEDGE

On-demand, classroom and customized training to achieve more.

PROUD
PARTNER

Services and Solutions for the Health Care Continuum



Consulting



Interim Talent



Training & Education



Solutions

Need help? We're ready!

LEARN
MORE:



pathwayhealth.com

YOUR RESIDENTS DESERVE

KLEEN

KleenMark is Wisconsin's premier facility cleaning services, supply, & equipment company

CONTACT US TO
GET A QUOTE!
kleenmark.com
608-258-3131

KLEENMARK

Janitorial Services,
Supplies, & Equipment

SELECT PARTNER

Annual Sponsorship:
\$3,500+



How Can I Help You Solve Your Most Pressing Healthcare Workforce Issues?

Qualified Employees:



Are hard to find

Leverage connections with our current students and extensive network of recent graduates and alumni.



Are difficult to keep

Let's talk about our *stackable credentialing programs and course bundling options*. Herzing has designed an approach to education that rewards experience and provides a path forward to the next level.



Want to grow

Let us share a concrete example of moving an environmental services employee to a Medical Assistant. *We can do this at scale - 50+ employees at a time!*



Sound interesting?

Let's schedule a time to discuss these innovative solutions to your toughest workforce issues.

Kelly Bicy

813-316-2084 • kbicy@herzing.edu

[Herzing.edu/partnerships/employers](https://herzing.edu/partnerships/employers)

STAKEHOLDER DEMANDS.
ORGANIZATIONAL NEEDS.

It takes balance.TM

You ride the line between solving today's challenges and planning for what's next.
At CLA we bring balance to business to create opportunities now and for the future.



We'll get you there.

CPAs | CONSULTANTS | WEALTH ADVISORS

Michael Peer 414-721-7580 | Amy Vehrs 414-721-7595

CLAconnect.com



THRIFTY WHITE LONG TERM CARE

Expect more from Thrifty White Pharmacy.

Customized services to fit your needs!

- ✓ LTC Web Portal
- ✓ Consulting Services
- ✓ Punch Cards
- ✓ Service Focused
- ✓ EMAR Connectivity
- ✓ Medication Packaging Options

Thriftly White works with **YOU** to customize services that work for your community.

For more information contact:

Dan Tidemanson

dtidemanson@thriftlywhite.com | (414) 531-5527

www.thriftlywhite.com

once Just drink ~~8oz.~~ ^{2oz.}
~~twice~~ a day
to support
faster
healing.

Wound Healing Nutrition, 2-oz, Once A Day

Expedite contains a clinically studied dual action formulation of dipeptides and citrulline to stimulate collagen synthesis while driving nitric oxide production.

Wound Specific oral nutrition supplements reduce healing time, labor and overall costs related to the management of pressure injuries¹. Find out more about Expedite at www.medtrition.com

Regional Sales Rep
Sara Le Brun-Blashka
slebrun@medtrition.com



1. Shafrin, Jason, Shanshan Wang, and Kirk W. Kerr. "Wound Specific Oral Nutritional Supplementation Can Reduce the Economic Burden of Pressure Injuries for Nursing Homes: Results from an Economic Model." *Journal of Long Term Care*, 2023, 166-77. <https://doi.org/10.31389/jlc.173>

More than nutrition,
Medtrition®

PointClickCare®

With PointClickCare,
providers and patients
get more.

More **visibility**

More **insights**

More **accuracy**

More time caring
for those who
need it most.



Ready to join North America's most
comprehensive care collaboration network?

**Learn
More**



Scan code with your phone camera

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

YOUR TRUSTED PARTNER IN Relocation, FF&E Installation & Warehousing



**ANCHOR
SOLUTIONS**

Our experts are here to help you with installation and logistics so that you can leave property damage, delays, and extra costs behind.

Is Your Team Struggling With?

- **Time delays** when relocating, causing interruptions in operations
- **Challenging logistics** leading to more work, delays & extra expenses
- **Complicated installations** that require professional expertise

Anchor is Here to Help

Anchor Solutions has the capabilities, services, and experienced personnel needed to create a positive experience, whether we are handling a relocation, installation, or providing warehousing services, you can expect a stress-free, seamless partnership with our team.

With Anchor solutions, you'll get...



Customized Software

Our Logistics Project Managers utilize our customized software program and nationwide partners to manage and oversee every step of your logistics project.



Expert Installation

We seamlessly execute complex installation projects to ensure uninterrupted operations with on-time delivery.



Streamlined Logistics

Our coordinators handle the details, including paperwork across vendors, trucking companies, and warehouses.



**ANCHOR
SOLUTIONS**

Schedule a Consultation Call Today

414.355.6683 • www.anchorsolutions.com

ANCHOR SOLUTIONS

Nationwide Services

Our network of reliable warehouses & partners ensures quality wherever you need us.

Logistics

We utilize our customized software program and dedicated vendors to manage and oversee every step of your project.

FF&E Installation

We integrate with your facilities team to perform reconfigurations, ergonomic adjustments or new furniture build outs.

Warehousing

We provide a full range of storage solutions and a team of professionals to help you manage and store assets.

Commercial Moving

We guide you through the process to ensure your business is up and running as quickly as possible.

Residential Moving

Personalized moving services with the high level of care you need for your valued possessions.



Let's Work Together!

***i*Care specializes in serving the D-SNP population.**

Let us show you how we deliver positive outcomes for individuals with Medicare and Medicaid by addressing medical, social, *and* community service needs.

Independent Care Health Plan (*i*Care) provides managed care coverage for over 45,000 people throughout Wisconsin, most of whom have low incomes or are disabled. *i*Care has been securing the wellness of people with complex conditions for three decades. Our health insurance plans include *i*Care Medicare Plan (HMO D-SNP), BadgerCare Plus, *i*Care Family Care Partnership, and Medicaid SSI.

Throughout our growth in Wisconsin, we have remained dedicated to serving complex populations, including the dual eligible, low-income and disabled, with the utmost care.

***i*Care**

INDEPENDENT CARE HEALTH PLAN

*i*Care is a wholly-owned subsidiary of Humana

THEORIA

— MEDICAL —



Setting the Standard

Comprehensive physician group committed to providing quality and efficiency through our advanced, proprietary suite of healthcare technology.

ChartEasy

automates physician visits to ensure residents are getting the most attentive care

Remote Patient Monitoring

continuously monitors patient vitals, alerting the physician team of any notable changes.

Telemedicine

ensures continuous, around-the-clock care for residents.

For more information, visit our website: theoriamedical.com or scan the QR code



PRODUCTS PROUDLY MADE IN WI, USA



**BEDS* MATTRESSES* ROOM FURNITURE* DINING
FURNITURE* WHEELCHAIRS* BARIATRIC**



**COMPLIMENTARY VIRTUAL
INTERIOR DESIGN AND
DEMO OPTIONS... JUST ASK!**



Luke Smet
Territory Manager
920.904.0989

- ✓ DINING
- ✓ RESIDENT ROOMS
- ✓ LOUNGE
- ✓ OFFICE
- ✓ ACTIVITY
- ✓ OUTDOOR

LINK TO MORE PRODUCT INFO www.grahamfield.com / **MESSAGE LUKE** lsmet@grahamfield.com

The Leading Healthcare Staffing Agency in the Midwest.

DTN Staffing has been meeting staffing needs in longterm care, assisted living and hospitals since 2007.

We are a professional staffing agency that provides RNs, LPNs, CMAs, CNAs, Housekeepers, Cooks and other Specialty Positions to over 350 facilities. Delivering excellence by offering flexible, dependable staffing options in North Dakota, South Dakota, Minnesota, Montana, Washington, Wisconsin and Iowa.



dtnstaffing.com 701-667-2884

DTN Staffing

