




Wisconsin Health Care Association

Wisconsin Center for Assisted Living

# Business Partner Showcase

—

**2023**



We are thrilled to share with you the WHCA/WiCAL 2023 Business Partner Showcase. This showcase aims to highlight and celebrate our valued Business Partners who have been instrumental in supporting our association and member facilities.

In this showcase, you will find a collection of materials provided by our Business Partners. We encourage you to take a few minutes to review these materials, as they offer a wealth of information about the support, products, and services they offer. You can find this showcase, as well as previous editions, on our website at [www.whcawical.org/bps](http://www.whcawical.org/bps).

In addition to the showcase, we also want to draw your attention to our Business Partner Directory. This directory provides a comprehensive list of our Business Partners and the services they offer. We highly recommend utilizing this resource to connect with our Partners for any for any support, products, or services you and your facility may need.

At WHCA/WiCAL, we truly value the contributions of our Business Partners. They play a crucial role in supporting our association and our member facilities. We encourage you to take advantage of this opportunity to engage with our Partners and explore the possibilities they offer.

Thank you once again for your continued support of WHCA/WiCAL and our Business Partners.

**THANK YOU VALUED  
BUSINESS PARTNERS!**

# BUSINESS PARTNER DIRECTORY

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Please use the link below to access and explore our extensive business partner directory, where you can find a wide range of trusted partners offering various products and services. Whether you are looking for a specific company or exploring options in a specific industry, our directory has got you covered.

With our user-friendly interface, you can easily browse through the directory in alphabetical order or search for partners based on the products or services they offer. This convenient feature allows you to quickly find the right business partner to meet your needs.

We believe that building strong relationships with WHCA/WICAL Business Partners is essential to your facility's operations and success. The Business Partner Directory aims to connect you with reliable and reputable companies, who support Wisconsin's long term care sector.

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**Click the link below to access the  
Business Partner Directory:  
[Business Partner Directory](#)**

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# **ELITE PREMIER PARTNERS**

Annual Sponsorship of \$10,000+



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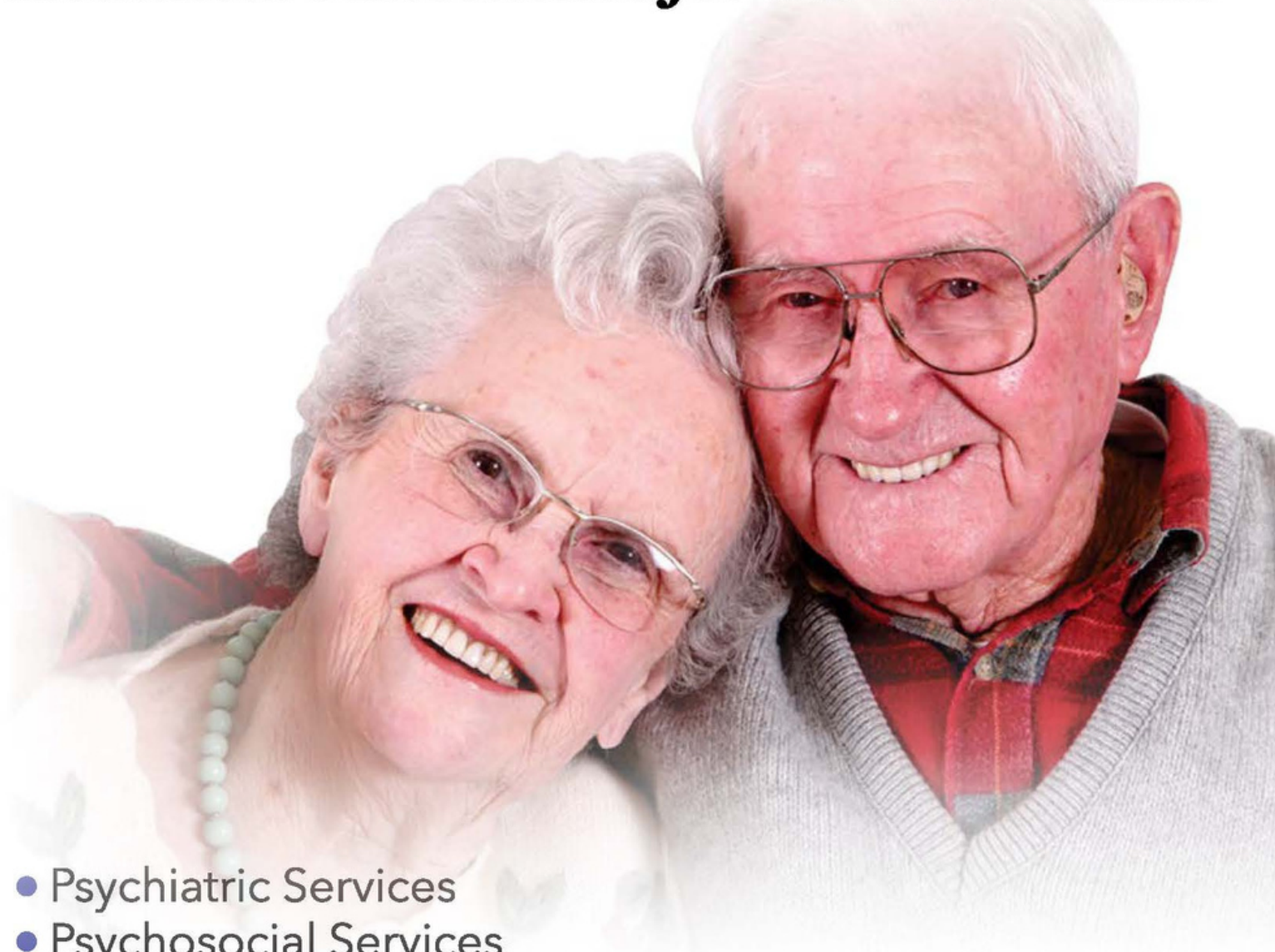


# **ELITE PARTNERS**

Annual Sponsorship of \$7,500+



# ***“Healthcare Excellence for the Older Adult”***



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- Psychosocial Services
- Psychotherapy Services
- Behavioral Management
- Family Centered Services
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# Support for the road ahead

## McKesson Long Term Care Solutions

It's important for residents and their loved ones to feel confident that the highest quality of care is being provided. And we're committed to giving you the solutions and support your facility needs to help do that. Our broad product portfolio and clinical expertise can support you in delivering the best in care and maintaining a healthier business for the road ahead.



### Service and Support

Get access to the clinical support, account management and education you need to help make running your facility easier

#### **McKesson Academy™**

Clinical education and training through our no-cost online portal

#### **McKesson Clinical Connection™**

Every month, hear from industry experts on a wide range of educational topics that are relevant to you. To receive invitations for future webinars, sign up at [mms.mckesson.com/educational-webinars](https://mms.mckesson.com/educational-webinars)

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#### **UPrevent™ Infection Prevention Program**

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Steve Wanty - [Steve.Wanty@McKesson.com](mailto:Steve.Wanty@McKesson.com)**

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# **PRIME PARTNERS**

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## WHAT MAKES US DIFFERENT?

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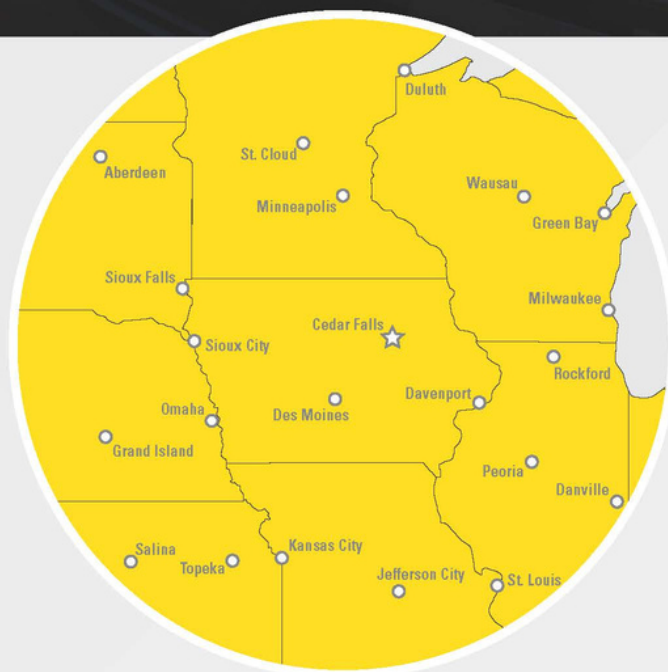
We work alongside your team to ensure your dining program runs smoothly. Our dedicated team of chefs, dietitians and specialists are empowered to support your success.

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## **How can we help?**

Contact your Medline Representative or visit [medline.com](https://www.medline.com) to learn more.





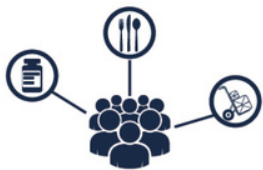
**A Full-Service GPO**

**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**

## **Our Solutions Include**



### **Group Purchasing**

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
- ◆ Product Reviews
- ◆ Menu Strategy & Planning
- ◆ 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 Procure-To-Pay:** A customizable, cloud-based eProcurement system. Enables members to gain spend & VA visibility, implement controls, reduce costs and create efficiencies.
- ◆ **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  
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**Data  
Analytics**



**Continuing  
Education**



**MHA Legislative  
Affairs**

**Contact us today to explore the benefits of Navigator membership.**





## Bringing it all Together

von Briesen not only has expertise in long-term care law, we provide a full range of legal services to the senior living industry. That full range of services includes:

- Federal and state survey and certification matters and plans of correction
- Appeals of regulatory citations, including informal dispute resolution, independent informal dispute resolution (IDR and IIDR), and hearings
- Regulatory compliance
- Changes of Ownership (CHOWs) filings for licensure and payor enrollments
- Acquisition and sale of entities
- Senior living development, including real estate and construction
- Labor and employment
- Collective bargaining and union organizational campaigns
- Litigation

For tailored solutions to your most challenging needs, please contact Stacy C. Gerber Ward at [stacy.gerberward@vonbriesen.com](mailto:stacy.gerberward@vonbriesen.com) or Aaron M. Smith at [aaron.smith@vonbriesen.com](mailto:aaron.smith@vonbriesen.com). **One firm bringing it all together.**

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# **SELECT PARTNERS**

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## READY SHIP PROGRAM

Basic American by Graham-Field offers several essential products within our Ready Ship Program. Ready Ship means the product you're looking for is readily available to make its way to you quickly and efficiently.

To help ensure that our Ready Ship initiative is seamless; certain ready ship items, such as dining chairs and casegoods are predesigned. This takes the guesswork out of the decision-making process and helps us deliver the needed goods in a timely manner.

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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.

A close-up photograph of a woman with dark hair, smiling warmly. She is wearing light blue medical scrubs and has a black stethoscope around her neck. The background is blurred, showing what appears to be a clinical setting.

Sheriff Sharma 213-248-1489 | [dtnstaffing.com](http://dtnstaffing.com)

# Announcing a brand-new way to advance your workforce!

WHCA/WiCAL Members

## Practical Nursing Cohort Program

If you are looking to “grow your own” in-house Licensed Practical Nurses (LPNs) to fill staffing gaps, we have a unique program opportunity available to you through a partnership between WHCA/WiCAL and Herzing University.

Herzing's newest workforce solution has been designed to help you provide a path to a Diploma in Practical Nursing for your employees and a stable pipeline of new LPNs for your organization.



### Employee Benefits:

- 30% tuition scholarship available exclusively for WHCA/WiCAL association member employees
- Earn your diploma and begin a new career in nursing in as few as 12 months
- Hands-on learning in simulation labs followed by an onsite clinical experience
- Fully prepare and test for your NCLEX-PN exam to become an LPN

Cohort program offered through Herzing's Brookfield, Kenosha, and Madison campuses.

### FACILITY BENEFITS:

- Program specifically built for in-demand roles to help retain your best employees
- Provides you a new way to advance existing staff
- Dedicated partner support
- Opportunity to become a clinical site

## Let's talk!

**Questions about the WHCA/WiCAL- Herzing partnership or this cohort opportunity?**

Contact Lisa Carr at (262) 649-1710 x66405 or [licarr@herzing.edu](mailto:licarr@herzing.edu).

**Would you like to learn more about becoming a clinical site?**

Contact Kate Weeks at (262) 671-0675 x60575 or [kweeks@herzing.edu](mailto:kweeks@herzing.edu).



[forms.herzing.edu/cohort](https://forms.herzing.edu/cohort)

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— UNIVERSITY —





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As the law firm ranked first nationally by the American Bar Association Health Law Section and the American Health Law Association, Husch Blackwell delivers inventive approaches and unmatched personal service that help our healthcare clients pursue their most ambitious goals.

Everything about our firm is designed with our clients' success in mind. Our team of 150+ healthcare attorneys in Wisconsin and nationwide are empowered to draw on each other's diverse experiences and can quickly collaborate across disciplines to solve your most complex challenges, giving you an edge in a rapidly-growing and highly-scrutinized industry.

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**[huschblackwell.com](https://huschblackwell.com)**



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HEALTH**  
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## Services and Solutions for the Health Care Continuum



Consulting



Interim Talent



Training & Education



Solutions



### MDS 2023 Updates Training, Resources & Tools

Pathway Health's education philosophy focuses on training delivered in multiple formats to meet our clients' needs. Most training classes have continuing education credits available for administrators and nurses. Take your seat for upcoming MDS 2023 Updates training.



**Intensive Training Designed for MDS Coordinators - MDS 2023 Updates–Intensive Virtual Training for the MDS Coordinator** (4 hours. Includes MDS 2023 Updates Toolkit)

**Updates 5-Part Training Series - Designed for facility clinical and operational leaders as well as the IDT.**

- MDS 2023 Updates–Section GG: Accurately Capturing Functional Abilities by Utilizing the RAI Process
- MDS 2023 Updates–Updates Related to Discharge Planning
- MDS 2023 Updates for Leaders–What Leaders Need to Know
- MDS 2023 Updates–Medication Reconciliation and High-Risk Medications
- MDS 2023 Updates–Health Literacy & Cultural Competency

**Intensive and Customized Training for Your Team - All-day interactive workshop designed for leadership, MDS Coordinators and IDT members.**



**MDS 2023 Updates Toolkit - This must-have toolkit is designed for long term care leaders and MDS Coordinators!**



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# HR Solutions

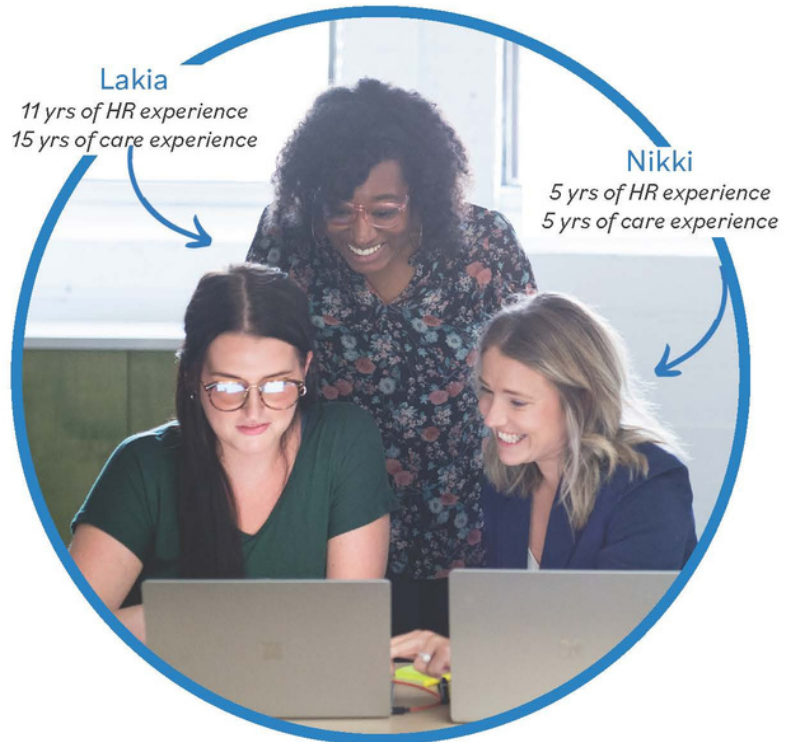
## for the Senior Living Industry

### We're Different Than The Other Guys

We have a different approach. Unlike the other guys, we don't serve businesses that have nothing to do with the care industry.

We only offer HR solutions to facilities offering home care, skilled nursing, senior housing, assisted living, disability services, and long-term care.

**63% of our staff has experience working in the care industry.**



### Care is All We Do

We hire people from the senior care and disability care industries. Everything we do is built for the care industry.



### Medium to Enterprise

Unlike other HR providers, our model is built to handle large care operations with 50-10,000 employees.



### Care-Specific Services

Since we are built for you, our services are custom-designed to help drive better HR outcomes for care providers.



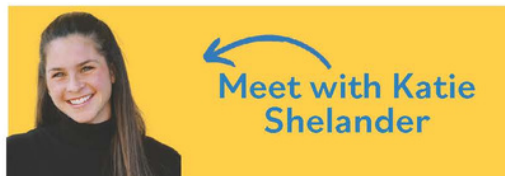
### Tech for Care Providers

Our technology is built to ensure scheduling, time and attendance, reporting, and functionality meets our clients' needs.

### Get a Solution that Works.

There are plenty of HR providers that relieve some HR burdens, but the one-size-fits-all approach just doesn't work when you have complex pay rules, variable-hour employees, HIPAA compliance, ETV questions, and more. When you have a question, you have to wait in a queue to talk to an entry-level HR specialist who doesn't understand the care industry.

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# worthy

## INSURANCE

*Honesty is the best policy... Who's writing yours?*

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- Anticipate the needs of our clients by identifying expectations and working towards meeting their needs.
- Hold ourselves accountable for organizational service commitments.
- Listen to our clients' requests and take immediate action to assist them.
- Inform clients on what to expect and normal processing time.
- Be as transparent as possible with clients.
- Keep clients informed of any delays in service.

## COVERAGE OFFERINGS

Worthy Insurance partners with top-rated insurance carriers to provide coverage for all of your needs.

- ✓ Workers' Compensation
- ✓ General & Professional Liability
- ✓ Property
- ✓ Inland Marine
- ✓ Cyber Liability
- ✓ Commercial Auto

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## WHAT WE BRING

### RISK MANAGEMENT

- Loss Control
- Claims Management
- Claims Analysis
- Safety Culture Implementation

### ADDITIONAL RESOURCES

- Workers' Compensation Audits
- Flood Zone Disputes
- Property Tax Assessment Disputes
- Waste Management Solutions

- ✓ Directors and Officers
- ✓ Crime
- ✓ Bonds
- ✓ Excess
- ✓ Employment Practices Liability
- ✓ Umbrella



# **STANDARD PARTNERS**

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# CLINICAL AND OPERATIONAL SPECIALISTS

- SURVEY READINESS VISITS FOR ASSISTED LIVING
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- PLAN OF CORRECTION SUPPORT
- TRAINING & EDUCATION
- NURSING ASSESSMENTS- IMPLEMENTATION OF PROCESS AND AUDITS

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- TRAINING AND EXPERTISE IN MDS & PDPM
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# WHAT IS HOSPITALITY?

We are a nationwide leader in culinary and support services with four distinct, legacy brands – ***Morrison Living, Unidine, Coreworks,*** and ***The HUB***. We provide modern world-class hospitality infrastructure, talent, and innovation. We are shaping the industry's future leaders with a culture of service focused on elevated hospitality offerings for community living across the country.

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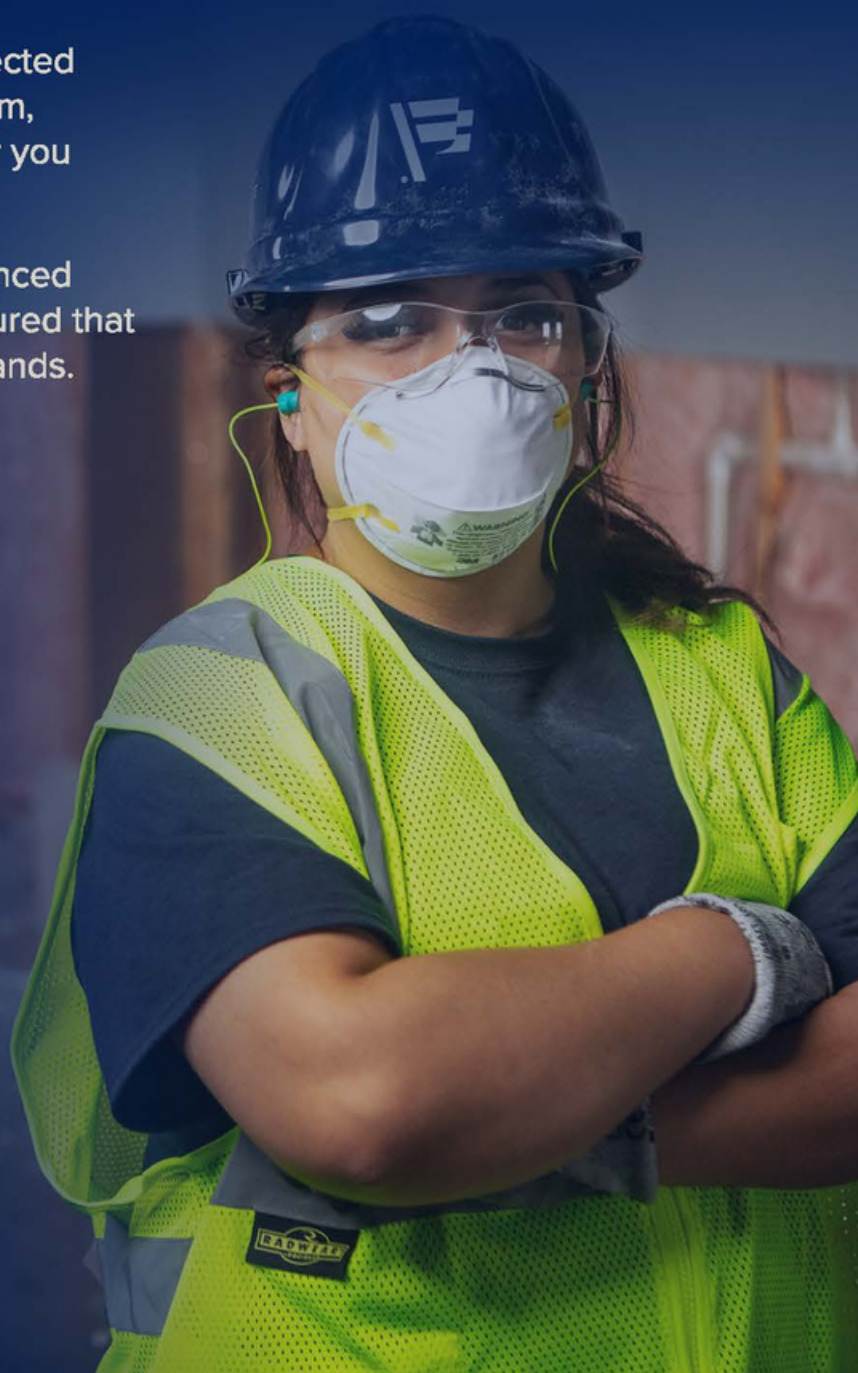
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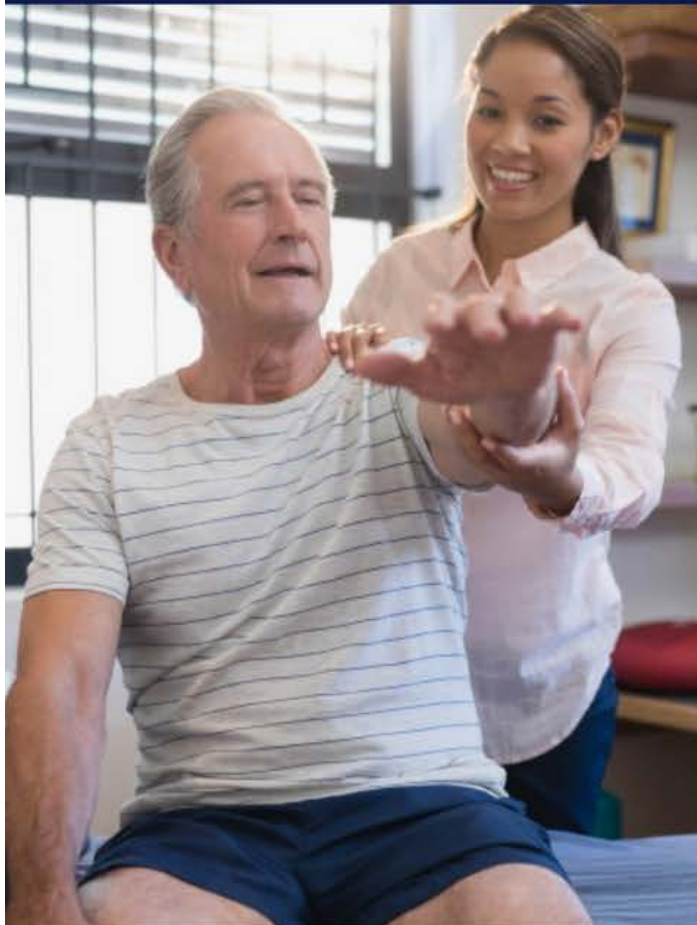


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- \*Transparent Communication



## Programs Available

- \*Balance and Fall Prevention
- \*ADL & Self Care Management
- \*Dysphagia Management & Adaptive Dining
- \*Pain Management
- \*Wheelchair Positioning & Safety
- \*Continence Management
- \*Lymphedema and Edema Management
- \*Medication Management
- \*Brain Health, Cognition and Communication
- And many more!

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3 Years Running





# Looking for Cost Effective Trainings and Help with Team Retention?



## Let us assist!

- **Reduce your dependency** on agency and professional nurses
- **Allow your managers and nurses to focus more** on patient and resident care, family satisfaction, operational needs, and team building
- **Empower your employees** to gain knowledge and skills
- **Enable an internal career path** where employees are rewarded for their expertise, feel valued for their abilities, and develop their profession within your organization

### Advance Nursing Home CNAs to Medication Aides

- Medication Aide Class (**hybrid class with online live and in-person sessions**)
- Medication Aide Annual Continuing Education (**live online**)

### Assisted Living (CBRF) Classes

- Fire Safety (**live online**)
- First Aid and Choking (**live online**)
- Standard Precautions (**live online**)
- Medication Administration (in-person)

### First Aid & CPR (American Red Cross)

- Community Class for Non-Licensed Healthcare Workers & the Public
- Basic Life Support for Licensed Healthcare Professionals

### CNA Class / Nurse Aide Training Program (in-person class, multiple locations)

#### In-Services: (live online or in-person)

- Virtual Dementia Tour: Gain Empathy and Understanding
- Types of Dementia Explained
- Dementia Approaches to Ease Communication, Behaviors, and Care
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