Navigatine The Future

2023 Convention and Exposition Isleta Resort and Casino August 23-25, 2023

Register Today

Vendor Guide 2023

Mundans

NMHCA/NMCAL would like to extend a special thank you to our sponsors.

Gold Sponsor



Convention App Sponsor



Bronze Sponsors



United Healthcare

PRESBYTERIAN



Education Session Sponsors















Ben E. Keith Company

Janice Barnard jdbarnard@benekeith.com (817) 759-6867 jdbarnard@benekeith.com



Booth: 36

Ben E. Keith Foods is the nation's fifth largest broad-line foodservice distributor servicing customers in 16 states. Our distribution centers are located in Albuquerque; Oklahoma City; Dallas/Fort Worth; Houston; San Antonio; Amarillo; Little Rock, Arkansas; Gainesville, Florida; and New Brockton, Alabama. Ben E Keith distributes quality food service products including fresh produce & bread, dairy, frozen foods and meats, grocery, disposables, chemicals, equipment & supplies. Ask us about our solutions to strengthen your business including offerings for Menu Services, In-Service Training and Nutritional Resource Information. Ben E. Keith is proud to offer quality products for over 115 years.

Blue Cross and Blue Shield of New Mexico

Elisha Mahboub Manager Network Management Elisha_Mahboub@bcbsnm.com



Booth: 32

Blue Cross and Blue Shield of New Mexico's Long Term Care Provider Representatives are here to connect face to face and answer any questions you might have about BCBSNM.

BlueStep

Jeremiah Johnson CSO 121 W 200 S Farmington, UT 84025 (801) 336-3043 (801) 336-3022 – fax



jjohnson@bluestep.net sales@bluestep.net

Booth 49

Located in the Greater Salt Lake area and in the heart of Silicon Slopes, BlueStep was founded almost 20 years ago with Silicon Valley support to provide a platform to allow developers of all skill levels get ideas quickly to the cloud using minimal code and no hands-on database management. Today, applications built on BlueStep impact and empower hundreds of thousands of people, patients, corporations, providers, non-profits and other organizations globally.

Comagine Health

Josh Hernandez <u>[hernandez@comagine.org</u>

Booth: 39



Comagine Health is a national, nonprofit, health care consulting firm. We work collaboratively with patients, providers, payers and other stakeholders to reimagine, redesign and implement sustainable improvements in the health care system.

As a trusted, neutral party, we work in our communities to address key, complex health and health care delivery problems. In all our engagements and initiatives, we draw upon our expertise in quality improvement, care management, health information technology, analytics and research.

We invite our partners and communities to work with us to improve health and redesign the health care delivery system.

Comcast- Xfinity Communities

Christopher Wallace Community Account Executive – New Mexico & Arizona Mountain West Region | West Division M. 505.353.7643 Christopher_wallace@comcast.com



Booth: I

For decades, owners of multifamily properties have relied on Xfinity Communities to deliver connectivity and entertainment that their residents love. And as the needs of multifamily property owners, operators, and residents have continued to evolve, Xfinity Communities has remained committed to meeting and exceeding those expectations. The company is focused on customized solutions, tailored to give properties and residents the best possible experience. Properties get Xfinity's advanced network, with access to both Managed WiFi and WiFi Ready options for instant-on connectivity. Operators and residents enjoy fast and reliable internet delivered by the provider of the largest gig-speed network. Plus, with Xfinity X1, we deliver the ultimate entertainment experience to residents, with access to tons of content at home or on the go.

Common Energy

Steve McDonell Managing Director, Community Engagement 412-770-4042 <u>steve@commonenergy.us</u>

Rick Moore, CPA, JD Managing Director, Community Engagement Common Energy LLC <u>rick@commonenergy.us</u> 443-353-0358



Booth: 6

Common Energy enables businesses and households to support clean energy and save on their electricity. We also work with organizations that provide residential services to lowto-moderate income individuals to qualify for, and enroll in, established community solar programs in their state. These programs provide credits on utility bills which reduce the cost of electricity for eligible organizations who can direct these savings into meeting their mission. They also enable low-to-moderate income individuals, and the organizations that support them, to support clean energy and reduce fossil fuel emissions without purchasing, installing, and maintaining solar panels or changing anything about how or from whom they receive their electric supply.

Comprehensive Mobile Care

Laura Hodges Account Manager 21175 N. 9th Pl. Phoenix, AZ 85024 Ihodges@compmobileplan.com

COMPREHENSIVE MOBILE CARE

Booth: 45

Comprehensive Mobile Care is a family-owned and operated organization that was founded in 1997 by President and CEO Daniel Goldsmith. With more than 24 years of experience and a spotless ethical and legal record, we approach healthcare with compassion and thoughtfulness. We, through the Providers, have provided portable services for well over 500,000 individual patient visits to over 500 facilities across the country, and we continue to grow and expand our reach to those in need.

It is our mission to work harmoniously with facilities to create a higher standard of care for participants and residents and provide professional, ethical, and compassionate services.

Corus Health

Angela Sells MSN RN VP of Operations NM 8725 Alameda Park Dr. NE Albuquerque, NM 87113-2475 asells@corushealth.com Booth: 15



Our mission at Corus Health is to bring out the courage in others. We possess an intimate knowledge of what a patient's journey looks like—from where they've been, to where they're going, and how that means we should care for them. This makes Corus better equipped to treat patients in many ways in the comfort of their own home, assisted living, or skilled nursing facility, wherever their journey leads them and over longer periods of time. Corus is aligned to help that patient achieve his or her goals and provide a better quality of life. With our unique experience caring for patient's across the continuum of care, we can treat a patient better, which is what differentiates our home health and hospice care team from other service providers.

Corus has also established Corus Academy, creating a learning experience focused on educating and adding new healthcare workers into our community because our community is the Corus Health commitment.

Digitech

Michael and Lily Andrews Owners 4310 Paseo Del Norte NE, Ste. D Albuquerque, NM 87113 Phone: (505) 888-7575 Fax: (505) 888-3134



Booth: 27

Digitech Office Equipment is our handout copy sponsor and has provided a copier just outside the exhibit hall in case you need copies. Don't forget to stop by and say hi and thank you! Digitech Office Equipment is an authorized Copystar Dealer providing copiers, printers and fax machines to New Mexico for 30 years. With our dependable equipment, we offer a variety of new and innovative software applications to customize them to each company's business needs to optimize your workflow. As a locally owned business, we are very flexible with options to either buy, rent or lease new or pre-owned equipment on a short-term or long-term basis. We take pride in our great customer service and also offer great prices on supplies.

El Mirador Home Health Care

Sabrina Baca Admissions Coordinator Office: 505-293-5941 Cell: 505-999-7217 Fax: 505-271-0484 SabrinaB@EMHomehealth.com



Booth 47

Locally Owned and operated, established in 2006 for Personal Care Services and started providing Home Health Services in 2017. El Mirador is committed and dedicated to provide quality in-home support ; through both personal care and licensed, certified skilled home health care to all of our clients and patients with respect and dignity. It is our mission to serve and watch over *all* of our clients and patients with compassion and respect. Our medical and personal care professionals are always working to improve the health and quality of life for each individual we care for. The vision of El Mirador is to see our clients return to their maximum clinical and rehabilitative potential and dignified quality of life.

End-of-Life Options NM

Jill VonOsten EOLONM Board of Directors 500 Marquette Avenue NW, Suite 280 Albuquerque, NM 87102 https://endoflifeoptionsnm.org 505-393-1321 Jillv@endoflifeoptionsnm.org



Booth: 21

End of Life Options New Mexico (EOLONM) is a 501 (c)3 non-profit organization established in 2021. Our mission is to provide information and support for all endof-life options, including the new Elizabeth Whitefield End of Life Options Act. This law was passed by the NM Legislature and became effective on June 18, 2021. It authorizes the use of medical aid in dying (MAID) for terminally ill, mentally competent adult New Mexicans who wish to use it.

Genesis Healthcare

Lea Kenney RDBD - New Mexico Cell (505) 382-2476 Email: lea.kenney@genesishcc.com Genesis

Booth: 30

Genesis Healthcare, Inc. ("Genesis") is one of the nation's largest post-acute care providers with nearly 250 skilled nursing centers and senior living communities in 22 states nationwide. Genesis and its subsidiaries employ more than 30,000 people, each one dedicated to the delivery of high-quality, personalized health care to all patients and residents. There are currently 22 Genesis Skilled Nursing Facilities in New Mexico, including I CCRC (Continuing Care Retirement Community) in Las Cruces, which offers SNF, Assisted Living, Independent Living, and Memory Care.

Genesis is very proud to be the Gold Sponsor for this event!

GeriPro, Inc.

Adrian Gambrill CEO 859-588-0156 agambrill@geripro.com



Booth: 9

GeriPro provides medical consulting and claims processing to health care providers, suppliers, and management companies across the country. We primarily serve the Long Term Care industry, though our experience extends to Laboratory, Radiology, Emergency Room, and Physician Services.

Healthcare Services Group

Rachel Kinney Director of Business Development 859-588-0156 rachel.kinney@hcsgcorp.com



Booth: 22

Healthcare Services Group delivers exceptional Housekeeping, Laundry, Dining and Nutritional services to an ever-changing and growing healthcare market. Since 1976, our focus has been on providing professional management of ancillary services to thousands of facilities all over the country. Our Purpose, Fostering Fulfillment in Communities, allows us to stay motivated on delivering the highest quality service and resident experience in the facility communities in which we operate. For more information, Rachel Kinney, MS-MPH, RD, LDN, rachel.kinney@hcsgcorp.com or 859-588-0156.

HOPE Solutions

Carmen Good Owner <u>Good.carmen@outlook.com</u> 505-259-9034



Booth: 46

Healthcare Options Providing Eduated (HOPE) Solutions: Our dedicated team of local, licensed, and certified insurance agents specialize in personally guiding individuals through the insurance process focusing on education by ensuring a thorough understanding of the plans and options that fit your healthcare needs.

HPSI Purchasing Services

Steve Larsen Purchasing Consultant 5371 Ticklegrass Road West Jordan, UT 84084 801-755-8322 stevel@hpsionline.com



Booth: 7

Since 1964, HPSI has extended Group Purchasing Services to healthcare providers. HPSI, with over 36,000 members nationwide, has unparalleled negotiating power with 100's of healthcare suppliers. HPSI's group purchasing power gives its members significant volume discounts and prices that an individual business cannot negotiate on its own. Regardless of the size of your business, HPSI's purchasing power will save you money. There is no cost for our time-proven, price-saving program. Call or email Steve Larsen for a price survey today!

ICCNM Consulting

Barbara Mooney BSMB, BSMT (ASCP), LTC-CIP, CIC Infection Control Consultants of New Mexico Executive Consultant BMooney@iccnm.net 505-235-3053 (Office) 505-480-4490 (Cell) 505-639-4274 (Fax) www..ICCNM.org



ICCNM Consulting is committed to empowering individuals, groups, and organizations, in healthcare and the community, in preventing and controlling the spread of infection through accessible and personalized services.

Incite Strategic Partners

Caitlin Hoyt Independent Operator Manager E: caitlin.hoyt@incitesp.com C: 850.445.6169



onsulting

() www.iccnm.org (505) 253-3053

oundation

Booth: 43

We specialize in solutions that raise the bar for every stage of the senior journey. We know the industry and recognize the trends and the need to deliver better quality, outcomes, and cost-efficiency. We've built lasting partnerships with providers seeking to drive savings, share insights, and enhance the senior living experience. The team of experienced and dedicated staff at Incite Strategic Partners offers unparalleled senior living and purchasing expertise with intimate knowledge about the long term care and senior living sectors.

It's All About Satellites (Since 1996) – DIRECTV for BUSINESS Authorized Dealer - TV Systems & Programming – Patient Engagement Technology - Wi-Fi Networks – Broadband Internet

Barry Conley President, Sound Marketing Inc. 10415 Comanche Rd NE. Albuquerque, NM 87111 Phone: (505)296-9423 Email: barry@itsallaboutsatellites.com





Booth: 31

Since 1996 we have been dedicated to providing Assisted Living, Long Term Care, Senior Living, and Healthcare Facilities with the best entertainment and patient engagement technology options. Better entertainment and staff/patient engagement helps you have happier residents, patients, and families.

- TV Systems (Stream LIVE TV over Your Wi-Fi!)
- Broadband Internet
- Wi-Fi Networks (100% coverage means no dead spots!!)
- Patient Engagement Technology
- Digital Signage

We are dedicated to serving the healthcare industry and helping assisted living, healthcare, and senior living facilities keep your residents satisfied and engaged with the very best and most affordable TV systems and services including streaming TV options, broadband internet access, WiFi networks, and digital signage. We not only take care of existing facilities; we also can provide engineering services for facilities that are in the planning stage.

You deserve fanatical customer service and we take our promise to provide it seriously. Our commitment to you is 24/7/365 technical support with remote system management capability.

KARE

Julie Vande Hei Regional Account Manager jvandehei@doyoukare.com



Booth: 40

KARE is thoughtfully brought to you by seasoned industry professionals. With decades of combined experience operating senior care companies, we understand the impending threats of the labor crisis and the need to solve it.

LD Supply

Justin Ellis 1503 12th Street NW Albuquerque, NM 87104 Phone: 505-247-2246 Toll Free: 800-795-2863



Booth: 26

At LD Supply Company, we are dedicated to creating long-term relationships with our customers. Our experience, integrity, and exceptional customer service standards make LD Supply the best choice to meet your business needs.

Gimmicks and cheap product0s are flooding our market making it harder for endusers to determine the difference between an industry trend and a dead-end road. Making a wise choice can be the difference between a blown budget and a successful program. At LD Supply, we provide systemic thinking that incorporates all of the diverse aspects of cleaning and maintenance. We design reliable, consistent plans in which each individual component relates to the whole. The result is a wellbuilt system that meets our clients' needs.

A local, family-owned company, LD Supply is neither the largest nor the smallest distributor in the Southwest, but we believe we are the best at what we do. We offer products from suppliers that have been in the industry for over 100 years, like Buckeye International, as well as solutions from start-up companies that have solved newly emerging problems.

MediTelecare

Randy DioGuardi Chief Executive Officer Randy.DioGuardi@meditelecare.com 860.365.9923



Rob Key Area Vice President Robert.Key@meditelecare.com 860.440.7302

Booth: 44

MediTelecare is an industry leader in providing behavioral healthcare, delivered with in-person clinicians and via telehealth, to senior-living facilities across the 20 states. We emphasize the integration of Psychiatry and Psychology to lead to better outcomes, while following our proven Standard Operating Procedures to reduce hospitalizations.

The value we bring to our partners is supported by the high standards we place on evidence-based medicine and analytics, providing our partners with data as proof.

Medline Industries, Inc.

Brian Garvin Sales Rep Post Acute care 8220 Rancho Paraiso NW Albuquerque, NM 87120 bgarvin@medline.com



Booth: 34

Medline is the largest privately held manufacturer and distributor of medical supplies uniquely positioned to provide products, education and support across the continuum of care. Our ability to bring best practices from one care setting to another — from large healthcare systems and independent physician practices to home health patients and their families, is what sets us apart. Our team is made up of clinicians, researchers, engineers, financial experts and 1,200 direct sales representatives with outstanding expertise. They know the healthcare business from the bottom up and top down.

MobilityWorks Commercial

John Zinicola Regional Sales Manager 1640 S Abilene St, Unit 4 Aurorra, CO 80012 720-229-5180 john.zinicola@mobilityworks.com



Booth: 8

Commercial Wheelchair Vans & Paratransit Vehicles MobilityWorks Commercial is the industry leader in wheelchair-accessible vans, shuttles, and ADA-compliant minivans. Whether you need one vehicle or an entire fleet, we are your one-stop resource.

Highest Quality, Value, and Service

At MobilityWorks, we offer the highest-quality FMVSS, OEM, and ADA-compliant commercial vehicles in the country. We take pride in providing our clients with crash-tested wheelchair-accessible vehicles converted by BraunAbility, Driverge Vehicle Innovations, and VMI. With more than 90 locations across the United States, we have the largest inventory in stock that meet the mobility and financial needs of our clients.

NetHealth

Nathan Ferdinand Director of Sales, Point Right Email: nathan.ferdinand@nethealth.com

Booth: 28

PointRight bridges the gap between providers and payers with data-driven solutions that present a current view of post-acute populations across the care continuum.

New Mexico Fire Protection, LLC

Terri Spiak 2700 Broadbent Pkwy NE STE A Albuquerque, NM 87107 (505) 507-7692 Email: nmfire1@gmail.com



Booth: 11

We offer a broad range of services to give our customers efficient 24/7 service. NMFP is one of only five area companies possessing a NM State Certification of Fitness in all three areas of licensing: alarms, sprinklers, and specialty suppression. Other services include fire extinguishers, fire door inspection, backflow testing/installation/repair. Employee training is a priority to ensure quality service delivery.

NM Health Care Workers' Compensation Group



Established in 1991, the New Mexico Health Care Workers' Compensation Group (NMHC-WCG) provides a local, hands-on workers' compensation solution for the long-term care profession. NMHCWCG strives to provide competitive and stable premiums by working with individual members to improve safety in their facilities.

Omnicare: A CVS Health Company

Matt Massey Accout Services Representative 9019 Washington St. NE, Suite B-1 Albuquerque, NM 87113 Phone: (505) 313-3276 Email: matt.massey@omnicare.com



Booth: 48

Omnicare Pharmacy Services

From comprehensive pharmacy services and cost-saving clinical programs to userfriendly electronic tools that support a variety of medication management functions, Omnicare pharmacy, a CVS Health company, consistently delivers a wide range of practical and innovative solutions to help your staff deliver real care, in real time.

PharmcareUSA / Advanced

Jamie Wise Vice President of Sales, S. Central Region PharmcareUSA Mobile Phone (214) 770-1088 Email jwise@pharmcarecorp.com

(Pharmcare USA

Booth: 37

With over 20 years of experience, we are proud to operate in 20 states across the country, providing a comprehensive range of pharmacy services to meet the needs of long-term care facilities and their residents.

Our team of licensed pharmacists and certified technicians are dedicated to providing personalized and compassionate care to every patient. We understand the importance of efficient and reliable pharmacy services, and we are committed to ensuring that our clients receive the highest level of quality care.

PharMerica

Lisa Garris Senior Account Manager, Client Services 805 N Whittington Pkwy Louisville, KY 40222 lisa.garris@pharmerica.com



Booth: 41

(1991 & 1999 NMHCA Outstanding Business Associate) - Comprehensive LTC Pharmacy Services

PharMerica Pharmacy is the oldest and most experienced provider of pharmaceutical services for long-term care facilities in New Mexico. PharMerica offers facilities a solid advantage over the competition through refined technology, clinical expertise, and customized healthcare services designed to help residents maintain longer, healthier, more independent lifestyles. PharMerica has developed a ground-up program to meet the changing needs of the assisted living facility population. We also specialize in adult residential care facilities, children's residential treatment centers, facilities for developmentally disabled individuals, and ICF/IID. PharMerica's clinical expertise in high-acuity settings means insight, experience, and market-leading information tools.

Powerback Rehabilitation

John Price VP of Business Development 101 E. State Street Kennett Square, PA 19348 busdev@powerbackrehab.com



Booth: 33

Powerback Rehabilitation is a leading provider of physical therapy, occupational therapy, speech therapy, respiratory therapy, and wellness services, primarily for the older adult population. Powerback Rehabilitation partners with skilled nursing centers, assisted living facilities, independent living facilities, hospitals, home health companies, adult day care programs, and outpatient clinics to provide comprehensive therapy services. Powerback delivers an empowered approach to achieving full potential by providing integrated and individualized solutions. It's patient-centered care that provides a sustainable way of feeling better, moving better, and living better, all designed to get patients back home or to their prior level of functioning as quickly as possible.

Presbyterian Health Services

Charlotte Jameson | Tribal Liaison Education and Outreach Government Programs Presbyterian Health Plan C: 505-263-7221 Toll Fee: 844-788-8291 cjameson@phs.org



Booth: 12

Presbyterian Healthcare Services envisions a healthy New Mexico, and we exist to improve the health of the patients, members and communities we serve. This means a commitment to improving access to health care, behavioral health, health insurance coverage, community supports, healthy food, and opportunities for exercise, and supporting everyone to have the opportunity for good health and well-being in the Land of Enchantment.

Prime Time Healthcare

Scott Klostermeyer Team Lead – Client Manager primetimehealthcare.com Phone: (402) 769-7112 Fax: (402) 933-6710 Todd Petersen Strategic Partnerships Director p-402-253-6475 m-402253-6475 tpetersen@primetimehealthcare.com



Booth: 13

Prime Time Healthcare is a leading provider of contract professionals nationwide. Our agency specializes in the placement of RNs, LPNs, CNAs, Allied Health and Therapy professionals.

Prime Time Healthcare was created to offer healthcare employees an agency that puts their needs and goals first. The company provides a "Complete" Staffing Solution, including permanent placement, temp to perm, travel, and per diem. With over 15 years of recruiting expertise, we pride ourselves on customer service and employee retention. You are not just a number when working with us, you are part of the Prime Time Healthcare Team. Our plan is to cater to your needs while helping you achieve your nursing career goals. We are large enough to ensure job security, and yet small enough to do the little extras to earn and maintain your business.

Our goal at Prime Time Healthcare is to deliver and work with the best quality healthcare providers and patient caregivers nationwide. You will be part of an elite team of Healthcare Professionals with which to hold your head high. Through our personnel compensation packages, dedication, unique benefits, and prestigious Client Facilities across the U.S., we look forward to a trusting and everlasting relationship.

ProMedica Hospice

Sarah Ortiz Administrator sarah.ortiz@promedica.org

A PROMEDICA Your Health. Our Mission.

Booth: 4

Heartland Hospice is now part of ProMedica Senior Care

HOSPICE IS A PHILOSOPHY OF CARING

Hospice care is specialized care that focuses on supporting you and your loved ones during an advanced illness. The emphasis is on comfort and guality of life, rather than on finding a cure. Hospice care enables you to live each day to the fullest as comfortably and dignified as possible. Hospice care not only helps with managing your symptoms but also helps you and your family with emotional and spiritual support. We provide care wherever you call home: in your house, a skilled nursing center, an assisted living facility, or an independent living facility. Our caregivers help create individualized care plans, set personal goals, and manage pain and symptoms. Every patient is different. With different challenges, different needs, and different family and friends. So the care we give each patient is different.

Quantum Technologies Global

Kayla Turner info@quantumtechnologyglobal.com



Booth 25

Quantum technology was founded by a team of ambitious healthcare professionals and technology experts who saw an opportunity to make a difference in the medical industry with their innovative solution for LED photodynamic therapy. The company's founders recognized a gap in the market for advanced and effective LED photodynamic therapy equipment and believed they could create a better solution that would help improve patient outcomes. They saw an opportunity to leverage their expertise in photonics and medical technology to bring a new and innovative approach Quantum Technology is a leading brand in the FDA cleared medical device industry, providing medically, non-invasive approved solutions for chronic pain, inflammation and various skin conditions.

Reliant Rehabilitation

Jude Hinz Regional Director of Business Development 5800 Granite Parkway (#1000) Plano, TX 75024 jhinz@reliant-rehab.com



Booth: 10

Reliant Rehabilitation provides physical, occupational and speech therapy to skilled nursing facilities. Using our proprietary patient-centered clinical programs, we have over 37,000 patient interactions every day in over 870 facilities in 47 states.

Rx Innovations & Best Buy Drugs



Booth: 24

Rx Innovations & Best Buy Drugs services all types of Long-Term Care organizations including but not limited to DD Waiver's, ALF's, Skilled Nursing, Rehab centers and Hospices. We support medication management and all aspects of pharmaceutical needs such as prescription medications, OTC medications, medical supplies, MAR's, medication reviews, facility licensing, etc. at no additional charge. We offer board required on-site pharmacist consulting at very competitive rates, this includes pick up and destruction of discontinued medications, on-site meetings, employee training, with up to date state and federal regulatory education at no additional charge. We offer Custom medication packaging. Our blister card packaging and multidose packaging along with traditional vials and bottles makes assisting with medications more efficient and therefore saves staffing time and helps prevent common medication errors.

We also assist in obtaining refills from prescribers and can provide a free pharmacy web portal to give staff up to date information on refill status and prescription processing. Reordering can be completed on the web portal which streamlines the reordering process. Large Enough to Help, Small Enough to Care

Senior PsychCare

Randy Frapart, COO, CFO <u>rfrapart@spchealth.com</u> 4635 Southwest Freeway #635 Houston, TX. 77027 Phone: 713-850-0049 Fax: 713-850-0036

San Antonio/ Dallas 1380 Pantheon Way Ste. 240 San Antonio, TX 78232 Phone:(210) 438-1900 Fax: (210) 496-1901 Toll-Free: (800) 806-0465



Booth: 5

Senior PsychCare is on a mission to create a better quality of life for seniors, staff, and their families.

We pledge to deliver compassionate care, reliable service, and advanced treatment for the emotional, social, and psychological well-being of seniors. By offering a holistic approach to senior with our Collaborative Care Model, we can:

- focus on long-term patient care;
- create an attainable treatment plan and GDR goals; and
- ensure these goals are met through regular behavioral rounds.

In addition, expansion of our Virtual Health Network throughout our facilities removes barriers to patient visits, improves communication with nursing home staff, and delivers medical records through a secure channel.

A comprehensive approach requires assessing cognitive deficits, underlying depression and anxiety, co-existing medical illnesses, medications, family issues, social concerns, and environmental issues integrated into a comprehensive program of care with the Nursing Home Staff. Call us at 786-697-1312 to learn how we can help.

Senior.One

Evan Thompson CEO & Founder <u>505-301-1406</u> <u>1-888-888-2191</u>

senior.

ethompson@senior.one 610 Gold Ave SW, Suite 202 Albuquerque, NM 87102

Booth: 2

"Senior.One is a free tech-enabled care navigation service for seniors and their caregivers serving the entire continuum of care.

Whether you are comparing senior living options, coordinating extra help in the home, considering adult day care, or getting ready to downsize, we've got you covered!

Your Trusted Guide Through the Senior Care Journey"

Shamrock Foods

Rich Jackson District Sales Manager – Healthcare 22000 E 28TH Ave Aurora, CO 80019 M: (719) 426-0409 Rich_Jackson@ShamrockFoods.com



Booth: 17

Shamrock Foods began in 1922 with a small dairy in Tucson, Arizona. One hundred years later, we're still family-owned, forward-thinking, and managed by the same principles of treating associates as family, and customers and suppliers as friends. And the values that brought us here are the same ones that will guide us into the future.

Today Shamrock Foods is a nationally-ranked, family-owned and -operated, Forbes 500 company and is the largest independent foodservice distributor in the West. Shamrock Foods serves restaurant, healthcare, hospitality and institutional foodservice customers throughout the Western US with six warehouses located in Arizona, Colorado, New Mexico, Southern California, Montana and Idaho.

Shamrock Foods Company specializes in the manufacturing and distribution of quality food and food-related products through a family of companies, including Shamrock Farms – one of the largest family-owned and operated dairies nationwide.

Shamrock Foods offers a specialized management and healthcare sales team, including Registered Dietitians, Certified Dietary Managers, Registered Sanitarian, and Chefs, to ensure your success. From regulatory guidance to controlling costs, our mission is to drive resident and guest satisfaction. For a fresh approach to the unique needs and challenges of the healthcare industry, hospitals, long-term care and other institutional programs trust the dedicated, experienced healthcare team at Shamrock Foods. After all, we offer solutions for special dietary needs, nutritional analysis, compliance with regulations, menu cycling and more. We'll go far, together as one Shamrock family.

SimplyThick, LLC

Erica Gradwell, MS, RD Consultant Dietitian and Sales Representative Rocky Mountain Region 1812 Walton Road Overland, Missouri 63114 Cell: 303-550-8885 Customer Service: 888-721-2023 erica.gradwell@simplythick.com



Booth: 3

SimplyThick gel improves hydration and nutrition for people with dysphagia! SimplyThick gel is made from xanthan gum, a soluble food fiber, so unlike a starch thickener, beverage thickness is maintained in presence of saliva without any graininess, powder lumps, or aftertaste! SimplyThick gel thickens both hot and cold beverages (water, coffee, juice, ice, soda, supplements, milk, tea, soup, beer, wine, mixed drinks and more!) without separation or continued thickening over time. SimplyThick is low in calories, carbohydrates and sodium, as well as vegan/vegetarian, gluten-free, Kosher, IDDSI-compliant and free of common allergens. For more information, samples and/or demonstrations, please visit our website at <u>www.simplythick.com</u> or contact Erica Gradwell, MS, RD at <u>erica.gradwell@simplythick.com</u> or 303-550-8885.

SNF Wound Care

Dr. Payam Tehrani, M.D. SNF Wound Care 310.270.6181 (cell) 833.DR.WOUND (office phone) 833.379.6863 (office fax)



Booth: 23

SNF Wound Care ensures quality Wound Care continuity and consistency across the board for our Partnered Skilled Nursing Facilities by placing your patients at the center of the care continuum.

SNF Clinic

Jacob Fairchild Director of Business Development 3637 Medina Road, Suite 95LL Medina, Ohio 44256 (330) 863-5003 website@snfclinic.org

SNFCLINIC[™]

Booth: 20

We are committed to the facilitation of the highest level of patient care through our platform of education, training and compliance resources.

Our expert nurse trainers, compliance officers, and healthcare attorneys work as a team to provide the most effective and up to date training and compliance practices.

Strategic Tax Planning

Glen Frost Owner Owner glen.frost@smartertaxplanning.com



Booth: 19

Strategic Tax Planning offers tax credit and planning advice for individuals and businesses. Get in touch with our team of tax specialists today to learn about simplifying your end-of-year tax planning with our smarter tax planning approach.

Syncronys

Jerry Martinez SYNCRONYS: Customer Relationship Manager 5338 Montgomery Blvd. NE Ste 400 Albuquerque, NM 87109 505-938-9916 jmartinez@syncronys.org



Booth: 29

SYNCRONYS provides a statewide Health Information Exchange (HIE) that allows authorized healthcare professionals, to access the patient's health history in one centralized record. An average person sees 18 different doctors in his or her lifetime, without an HIE vital patient history can get lost in the shuffle. Data sharing improves quality of care, decreases healthcare cost and improves the chances of saving lives by providing real-time, coordinated patient data.

Top Notch Grips

Cody Turnbow Owner topnotchgrips@gmail.com

Booth: 16

Like many inventions, Top Notch Grips were born out of necessity. With 20+ years working in Skilled Nursing and Long-Term Care Facilities, our founder learned that managing portable oxygen tanks is a challenge. Approximately 50% of patients in nursing homes are on oxygen, and many of those folks are in wheelchairs. Most often, the portable tanks are draped over wheelchair handles. This results in a tank that is susceptible to falling backwards off the wheelchair (often resulting in damage to the tank) or slipping forward towards the patient (who wants a tight strap across their back?). The oxygen tubing/nasal cannula can get caught in the wheelchair and become a tangled mess or drag on an unsanitary floor behind the wheelchair.

Top Notch Grips have a patented design that includes a wide notch to accommodate the strap of a portable oxygen tank or concentrator, and two small notches that neatly secure the nasal cannula. There's nothing like having the sense of security that Top Notch Grips provide. They eliminate the likelihood of portable tanks and concentrators falling off the handles and resulting in costly damage, possible injury, or having to replace nasal cannulas that have fallen on dirty floors. Top Notch Grips are proudly manufactured in New Mexico, USA. We want to be on your wheelchair, in your catalog, or at your facility! Please email us for any questions you may have about them at: topnotchgrips@gmail.com

TridentCare

Maria Armendariz Sales Maria.Armendariz@tridentcare.com Trident Care

Booth: 14

As the ONLY national provider of mobile diagnostic services, TridentCare is able to provide employers with unmatched health services on a nationwide scale.

Due to our national platform, which includes a wide network of board-certified radiologists and technicians, combined with many years of experience providing mobile imaging services across the US, we are able to offer consistency and economies of scale that regional providers cannot.

United Health Care

Linda Atencio, REBC® NM Associate Director of Marketing Cell: 505.720.9280 | Email: linda_atencio@uhc.com



Booth: 42

At UnitedHealthcare Community & State, our mission is to help people live healthier lives and to make the health system work better for everyone. We are committed to implementing community-based solutions that expand access to care, improve population health outcomes, and advance health equity for people across New Mexico. To learn more, visit UHCCS.com/NM.

Vic the Picc, LLC

Tyler Burton VP of National Accounts 1351 E. Pine St. Ste F Lodi, CA 95240 tburton@victhepicc.com VIC the PICC Victory Infusion Consultants

Booth: 18

VIC the PICC, LLC is a comprehensive Vascular Access Company. We provide PICC (Peripheral Inserted Central Catheter), Midline & Peripheral IV Insertions, DeCloting and Removal Services as well as offering Continuing Education, Precepting and Consulting for Hospitals, Long-term Care and other Healthcare facilities. We are the Industry Leader in using ECG Technology for PICC Confirmation.

Western Sky Community Care

Adam L. Zamora, LMSW Director | Long-Term Support and Services Population Health and Clinical Operations (PHCO) 5300 Homestead Rd NE Albuquerque, NM 87110 (575) 252-3117 Fax: 844-856-5748 Office: (505) 886-6286 Adam.L.Zamora@WesternSkyCommunityCare.com Booth: 38



Western Sky Complete Health is a subsidiary of Centene Corporation, whose purpose is to transform the health of the community, one person at a time while focusing on local involvement, whole health and individual needs. Centene is a Fortune 100 company with over 30 years of experience in the Medicaid industry that includes a range of populations such as LTSS, TANF, CHIP, ABD and SSI. We are dedicated to ensuring our members have a high-quality of life, and our provider partners are supported with tools and resources that allow them to focus on delivering the care their patients need. Western Sky Complete Health is proud to offer LTSS to individuals who quality for Indian Health Services (IHS).

Molina Health Care

Jennifer Sandoval, MHA VP, Network Strategy & Services (505) 225-3986 dir. | (505) 304-5193 cell jennifer.sandoval2@MolinaHealthcare.com www.MolinaHealthcare.com



Booth: 40

Molina Healthcare, Inc., a FORTUNE 500 company, provides managed health care services under the Medicaid and Medicare programs and through the state insurance Marketplace. Through our locally operated health plans, Molina Healthcare serves approximately 5.1 million members.

HPSI /	8 Mobility Works	19 Strategic Tax Planning	20 SNFClinic	It's All About Satellites.com	32 BCBSNM	Incite Strategic Partners	44 MediTelecare
				31		43	
6 Common Energ	9 GeriPro	18 VIC the PICC	21 End-of-Life Options NM	30 Genesis Health Care	33 Powerback Rehab	42 United Healthcare	45 Comprehensive Mobile Care
5 Senior PsychCare	10 Reliant Rehabilitation	17 Shamrock Foods	22 Healthcare Services Group	29 Syncronys	34 Medline Industries, Inc.	41 PharMerica	46 HOPE Solutions
4 Promedica Hospice			Aisle		Aisle		47 El Mirador Home Health
3 Simply Thick	11 NM Fire Protection	16 Top Notch Grips	23 SNF Wound Care	28 NetHealth	35 ICCNM	40 Molina Healthcare	48 OmniCare Pharmacy
2 Senior.One	12 Presbyterian	15 Corus Health	24 RX Innovations Best Buy Drugs	27 Digitech	36 Ben E. Keith Company	39 Comagine	49 Blue Step
1 Comcast-Xfinity Communities	13 Prime Time Healthcare	14 Trident Care	25 Quantum Technology Global	26 LD Supply Company, Inc.	37 PharmCareUSA	38 Western Skies	50 NMHCA/NMCAL Worker's Comp Group