



## State Business Opportunities for Medical Professionals Agenda

- I. **Welcome**
  - a. Jacqueline Williams, Chief, Ohio Development Services Agency, Minority Business Development Division
  - b. Dr. Augustus Parker, Physician Executive Director of Diversity and Health Equity for Mount Carmel Health Systems
- II. **Potential MBE Set-aside Contracts for Medical Professionals – Overview of Opportunities**
  - a. Ohio Department of Medicaid – Heather Sullivan, Senior Legal Counsel
  - b. Ohio Department of Mental Health and Addiction Services – Beverly Hoskinson, Fiscal Operations Manager
  - c. Ohio Department of Rehabilitations and Corrections – Rhonda Johnson, Program Administrator
  - d. Ohio Department of Youth Services – Don Evans, Accounting Manager / MBE / EDGE Officer
  - e. Ohio Department of Administrative Services – Jean Stephenson, State Purchasing Contracts Manager
- III. **State MBE Certification Process for Medical Professionals – Todd McGonigle, Program Manager, Department of Administrative Services, Equal Opportunity Division**
- IV. **Support Services – Averil Frost, Director, Columbus Minority Business Assistance Center**
- V. **Questions & Answers**



# Welcome

## State Business Opportunities for Medical Professionals

### Outreach Session

The logo for the state of Ohio, featuring a red outline of the state's shape followed by the word "Ohio" in a bold, dark red sans-serif font.

Development  
Services Agency

# MBE Medical Professional Opportunities with the Ohio Department of Medicaid

Heather Sullivan  
Senior Legal Counsel

# Overview of Opportunities

## Medical Technical Advisors

Medical Technical Advisors (MTAs) are physicians who are contracted to work with the Ohio Department of Medicaid (ODM) in the following capacity:

- Clinical Quality and Research - Prior Authorization (PA); and
- Surveillance and Utilization Review (SUR)
- Two-Year Contracts
- Historically between 200 and 400 hours per year
- Hours per week vary depending on MTAs availability and Medicaid caseload



## MTA's Objective

### Purposes:

- **Prior Authorization:** To provide clinical evaluation of Medicaid providers' submissions to ensure they meet prior authorization criteria and to determine medical necessity and/or appropriateness of medical services.
- **SUR:** To provide clinical evaluation of Medicaid consumers' requests for disability assistance to ensure they meet Social Security Administration guidelines.

## Types of Doctors

- Podiatrists (PA)
- Optometrists (PA)
- Respiratory Therapists (PA)
- Dentists (PA)
- Physicians (SUR)
- Psychologists (SUR)
- Internal Medicine (SUR)
- Certified Coder (SUR)



## MTA Responsibilities

- **Prior Authorization:** Review Medicaid recipients' case history files and make determinations relative to requests for coverage of Medicaid services
- **SUR:** Provide clinical expertise for surveillance and utilization review activities, quality assurance and fraud, waste and abuse detection as part of the administration of Ohio's Medicaid program (Second-tier Contracts)

# Case Management

Case Managers may be:

Licensed registered nurses (R.N.);

Licensed Social Workers (LSW or LISW);

Licensed psychologists/board certified psychiatrists (Ph.D/Psy.D/Ed.D); and

Board certified physicians (M.D./D.O.)

Some of their qualifications would include:

1. Medical case management and consultation experience regarding appropriate testing and/or consultative examination needs relative to the Social Security Disability Guidelines.
2. Experience in the clinical assessment of individuals with physical and/or mental impairments and their medical and behavior support needs.
3. Experience reviewing electronic patient clinical records and making medical determinations relative to requests for coverage of services under any public or private health insurance program, including, at minimum:
  - a. Experience reviewing electronic patient clinical records and making recommendations about the clinical evidence; and,
  - b. Experience reviewing electronic health care claims prior to payment processing to determine medical necessity.

Experience with the Medicaid program and/or Public Assistance Programs.

Experience in communicating with disabled individuals.

Case Management positions are contracted Second-Tier.

## How to Connect to Opportunities

The Ohio Department of Medicaid's MTA position opportunities can be located as follows:

- **Access the ODM Web Page at <http://medicaid.ohio.gov>;**
- **Go to the "Resources" tab and select "Legal and Contracts";**
- **Select "RFPs", under "Current Solicitation" ; and**
- **Select "MBE Open Ended Medical Technical Advisors"  
Currently posted through June 30, 2017.**

## Contact Information

If you have questions about becoming an MTA for the Ohio Department of Medicaid, please contact the following personnel:

Heather Sullivan  
Senior Legal Counsel  
Ohio Department of Medicaid  
(614)752-4397

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Brenda Myers  
MBE Officer  
Ohio Dept. of Medicaid  
(614)752-3305

[Brenda.Myers@Medicaid.ohio.gov](mailto:Brenda.Myers@Medicaid.ohio.gov)

Diane Stitt  
MBE Coordinator  
Ohio Dept. of Medicaid  
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*Promoting Wellness and Recovery*

John R. Kasich, *Governor*  
Tracy J. Plouck, *Director*

# **MBE Medical Professional Opportunities**

**Presented by Beverly Hoskinson, Agency Procurement Officer**

# OhioMHAS Opportunities

The Ohio Department of Mental Health and Addiction Services operates six (6) Regional Psychiatric Hospitals (RPH) across the State of Ohio

Regional Psychiatric Hospital	Location	Bed Capacity
Appalachian Behavioral Healthcare (ABH)	Athens, OH	88
Heartland Behavioral Healthcare (HBH)	Massillon, OH	152
Northcoast Behavioral Healthcare (NBH)	Northfield, OH	260
Northwest Ohio Psychiatric Hospital (NOPH)	Toledo, OH	114
Summit Behavioral Healthcare (SBH)	Cincinnati, OH	291
Twin Valley Behavioral Healthcare (TVBH)	Columbus, OH	228





# OhioMHAS Opportunities

In 2015 the Ohio Department of Mental Health and Addiction Services earmarked approximately **\$4.3 Million** in Advanced Level Medical Provider Contracts

## MHAS 2015 Agency Contracts

Scope, scale and duration of contract or assignment examples – varies by site specific needs

Contract Type	Pay Scales	Scope/Services Standards	Vendor Requirements
Clinic Doctors	Approx. \$72/hour	<p>In consultation, conduct assessments &amp; examinations. Make treatment recommendations. Round on nursing units and provide input to comprehensive treatment plans. Document service activities in accordance with OhioMHAS Hospital, The Joint Commission and CMS guidelines, policies and procedures.</p> <p>Provide all services in an ethical manner consistent with applicable HIPPA, AMA, APA, TJC and hospital standards.</p> <p>May periodically meet with the hospital's Chief of Clinical Officer to assure that documentation is in accordance with certifying agency standards.</p>	<ul style="list-style-type: none"> <li>• State of Ohio medical license</li> <li>• Medical degree diploma</li> <li>• Review of academic and professional background</li> <li>• Verification of good standing with all applicable Medical Boards</li> <li>• Current DEA license</li> </ul>
Dentist	Based on fee schedule		
MDOD Psychiatrist	Approx. \$120/hour		
Medical Physician	Approx. \$85/hour		
Neurology Consultations	Approx. \$100/hour		
Nurse Practitioner	Approx. \$165/hour		
Physician	Approx. \$85/hour		
Physician Specialist	Approx. \$85-100/hour		
Podiatrist	Based on fee schedule		
Psychiatrist	Approx. \$105-180/hour		
Psychologist	Approx. \$50-60/hour		
Psychologist Forensic	Approx. \$165/hour		

# OhioMHAS Opportunities

Table representing hospital location and type of medical provider contracts

## MHAS SFY15 Agency Contracts (subject to change)

Contract Type	ABH Athens	HBH Massillon	NBH Northfield	NOPH Toledo	SBH Cincinnati	TVBH Columbus	Grand Total
Clinic Doctors				\$342,000			\$342,000
Dentist		\$33,750	\$50,000				\$83,750
MDOD Psychiatrist			\$75,000	\$307,920			\$382,920
Medical Physician						\$65,000	\$65,000
Neurology Consultations					\$48,000	\$7,280	\$55,280
Nurse Practitioner					\$48,000		\$48,000
Physician						\$73,200	\$73,200
Physician Specialist	\$239,200						\$239,200
Podiatrist					\$20,000	\$15,600	\$35,600
Psychiatrist	\$891,530	\$894,822	\$272,000	\$571,520	\$62,545	\$175,250	\$2,867,667
Psychologist		\$54,985				\$11,650	\$66,635
Psychologist Forensic						\$34,275	\$34,275
<b>Grand Total</b>	<b>\$1,130,730</b>	<b>\$983,557</b>	<b>\$397,000</b>	<b>\$1,221,440</b>	<b>\$178,545</b>	<b>\$382,255</b>	<b>\$4,293,527</b>

OhioMHAS contracts are normally awarded to cover the State Fiscal Year (SFY) biennium (2 year budget period). The SFY16/17 biennium process will begin March 2015 with award decisions normally concluded by May – June 2015.



# OhioMHAS Opportunities

How do you find OhioMHAS Contract Opportunities?

All OhioMHAS opportunities are posted on the DAS Procurement webpage at

<http://procure.ohio.gov/proc/searchProcOpps.asp>

- OhioMHAS opportunities are posted for five (5) days in a sheltered MBE/Edge market
- If no bids or proposals are received within the five (5) day period, then the opportunities may be posted for an additional seven (7) days in an open market



# OhioMHAS Contact List

**Beverly Hoskinson**, Fiscal Operations Manager

EEO and Agency Procurement Officer

(614) 752-6463

[Beverly.Hoskinson@mha.ohio.gov](mailto:Beverly.Hoskinson@mha.ohio.gov)

**Duane Casto**

Procurement Specialist

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**Katherine Williams**

Personal Service Contract Specialist

(614) 466-9934

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# Ohio Department Of Rehabilitation & Correction

Office of Correctional Health Care Opportunities

# Advanced Level Provider Contract Awards 2014

\$ 2.5 million ALP  
contracts

\$ 183 million annual  
medical budget



# Patient Acuity

## Primary Care:

- ✓ Managed Care Model (care necessary not desired)
- ✓ Set of protocols, policies, guidelines must operate within
- ✓ Consults to specialists are approved by State Medical Director
- ✓ Chronic Care clinics (8400 cardiac, 6100 liver)

## Psychiatry:

- ✓ Outpatient except prisons with Residential Treatment Unit (RTU)
  - ✓ RTU inpatient generally 65 to 80:1 ratio
- ✓ Conduct detailed mental health screening, diagnose and prescribe
- ✓ 20% inmate population on mental health case load

## Professions Sought:

### State position title

#### Physician Administrator 2

- Primary Care
  - Internal Medicine
  - Emergency Medicine
  - Psychiatrists
    - Adult
    - 90% outpatient
    - Inpatient Residential Treatment Unit (RTU) Locations
  - **Nurse Practitioners**
    - Adult
    - Primary Care
    - Psychiatry
  - **Clinical Nurse Specialists**
  - **Physician Assistants**
    - Hired on case-by-case
- Valid, unrestricted Ohio Board professional license
  - Valid, unrestricted DEA license
  - Board Certification preferred
  - BLS/CPR Certification
  - Full time 40 hours (flexible sched.)
  - Part-time 16 – 20hrs (flexible)
  - Weekdays (highly preferred)
    - Urgent Care Center open 7 days/wk.
      - 4pm to midnight
  - Length of contract varies:
    - 3 months – 12 months

# Current Opportunities

## Primary Care

**Physician Administrator 2: \$180k - \$200K full time + benefits**

**Correctional Nurse Practitioner\*: \$82K - \$103K full time + benefits**

- Chillicothe Correctional Institution
- Correctional Reception Center\*
- Allen Oakwood Correctional Institution\*
- Pickaway Correctional Institution\*
- Urgent Care Center (Located inside of Franklin Medical Center)
- Southern Ohio Correctional Institution\*
- Toledo Correctional Institution

# Current Opportunities

## Psychiatry

**Physician Administrator 2/Psychiatry : \$180K - \$195K + benefits**

**Correctional Advanced Practice Nurse\*: \$88K - \$103K full time + benefits**

- Allen Oakwood Correctional Institution
- Chillicothe Correctional Institution\*
- Correctional Reception Center\*
- Ohio Reformatory for Women
- Lebanon Correctional Institution
- Mansfield Correctional Institution\*
- Ross Correctional Institution
- Southern Ohio Correctional Facility\*

# CONNECT WITH US

## “Join Our Team”

Prison locations & demographics:

<http://www.drc.ohio.gov>

Careers:

<http://www.careers.ohio.gov>

Benefits:

<http://das.ohio.gov/forStateEmployees/TotalRewards.aspx>

MBE Contact:

Darcy Turner-Olinger , Program Administrator/MBE Coordinator

[Darcy.Turner-Olinger@odrc.state.oh.us](mailto:Darcy.Turner-Olinger@odrc.state.oh.us)

(614) 728-1189 phone (614) 728-1578 fax

Personal Service contract and civil service opportunities:

Rhonda Johnson, Program Administrator/Recruitment Coordinator

[Rhonda.Johnson@odrc.state.oh.us](mailto:Rhonda.Johnson@odrc.state.oh.us)

(614) 644-4959 phone, (614) 644-8880 fax

# Ohio Department Of Youth Services

Presented by Don Evans, MBE/EDGE Officer

## MINORITY MEDICAL PROFESSIONAL OUTREACH SESSION

### About DYS:

The Ohio Department of Youth Services (DYS) is the juvenile corrections system for the state of Ohio. DYS is statutorily mandated to confine felony offenders, ages 10 to 21, who have been adjudicated and committed by one of Ohio's 88 county juvenile courts.

### Agency Mission:

Improve Ohio's future by habilitating youth and empowering families and communities



John R. Kasich, Governor  
Harvey J. Reed, Director



# Ohio Department Of Youth Services

The Ohio Department of Youth Services operates three (3) Juvenile Correctional Facilities in Ohio.

Facility Name	Location	Bed Capacity
Circleville Juvenile Correctional Facility	Circleville, OH	144
Cuyahoga Hills Juvenile Correctional Facility	Highland Hills, OH	256
Indian River Juvenile Correctional Facility	Massillon SW, OH	176

# Ohio Department Of Youth Services

In 2015, DYS budgeted approximately \$1.7 Million for Medical Provider Contracts

<b>Types of Contractual Opportunities</b>
<b>Psychiatrist</b>
<b>School Psychologist</b>
<b>Psychologist</b>
<b>Physician</b>
<b>Speech Pathologist</b>
<b>Occupational Therapist</b>
<b>Optometry</b>
<b>Podiatry</b>

# Ohio Department Of Youth Services

## Fiscal Year 2015 Contracts

Contract Type	Circleville Juvenile Correctional Facility	Cuyahoga Hills Juvenile Correctional Facility	Indian River Juvenile Correctional Facility	Grand Total
Psychiatrist - for youth	\$225,000	\$257,400	\$335,920	\$818,320
School Psychologist – for youth	\$78,000	\$49,980	\$70,200	\$198,180
Psychologist – for youth	\$39,000		\$101,587	\$140,587
Physician – for youth	\$26,000	\$65,000	\$73,050	\$164,050
Speech Pathologist – for youth	\$62,400	\$62,400	\$67,000	\$191,800
Occupational Therapist – for youth	\$117,000	\$11,100	\$96,720	\$224,820
Optometry– for youth	\$32,400			\$32,400
Podiatry – for youth		\$7,488		\$7,488
<b>Grand Total</b>	<b>\$579,800</b>	<b>\$453,368</b>	<b>\$744,477</b>	<b>\$1,777,645</b>

Note: Amounts are budgeted amounts and subject to change.

# Ohio Department Of Youth Services

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## How do you find DYS Contract Opportunities?

All DYS opportunities are competitively bid and posted on the DAS Procurement webpage at:

<http://procure.ohio.gov>

- Posting opportunities may vary from five (5)– twenty one (21) days.



John R. Kasich, Governor  
Harvey J. Reed, Director

## Contact List

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**Steven Hrinko,**  
Agency Procurement Officer  
(614) 466-7225  
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**Dr. John Bradley**  
Physician Administrator 3  
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**Don Evans**  
MBE/EDGE Officer  
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**Jean Stephenson, CPPO, C.P.M.**  
State Purchasing Contracts Manager  
Ohio Department of Administrative Services,  
Office of Procurement Services

614-644-8495

[jean.stephenson@das.ohio.gov](mailto:jean.stephenson@das.ohio.gov)

[www.procure.ohio.gov](http://www.procure.ohio.gov)

In Fiscal Year 2014, statewide spend for Advanced Level Provider (ALP) services totaled more than \$35 million across 16 agencies:

- Adjutant General
- Office of the Ohio Attorney General
- Ohio Bureau of Workers Compensation
- Department of Administrative Services
- Ohio State Dental Board
- Ohio Department of Mental Health and Addiction Services
- Ohio Department of Developmental Disabilities
- Ohio Department of Rehabilitation and Corrections
- Ohio Department of Veterans Services
- Ohio Department of Youth Services
- Ohio Department of Jobs and Family Services
- Industrial Commission
- State Board of Psychology
- Ohio Public Defenders
- Ohio Racing Commission
- Opportunities for Ohioans with Disabilities

State agencies are currently contracting with approximately 250 different staffing organizations and individual providers via personal service contracts to fill gaps in short-term or temp-to-hire Advanced Level Providers.

Some of the positions include:

- Psychiatrists
- Physician Specialists
- Physician Assistants
- Advanced Nurse Practitioners

Services are performed at Ohio's Mental Health Hospitals, Correctional Institutions, Youth Correctional Facilities, Developmental Facilities, and others.

The Department of Administrative Services is currently gathering requirements for a Request for Proposal for Advanced Level Provider Services and we anticipate its award in FY16.

Services awarded on this RFP will be available for use by all Ohio agencies statewide and made available to Ohio's 2,000+ political subdivisions.

# Minority Business Enterprise (MBE) Encouraging Diversity, Growth and Equity (EDGE) Certification

 **EDGE**  
*encouraging diversity, growth & equity*

**MBE**   
*minority business enterprise*

# MBE and EDGE Certification Requirements

Minimum Requirements	
MBE specific	EDGE specific
51% Minority Ownership (Black, American Indian, Hispanic or Asian)	Socially Disadvantaged (ethnic origin, gender, physical/mental disability, long-term residency in an environment isolated from mainstream Ohio society, or other objective relevant reason(s))
	Economically Disadvantaged (\$250,000)
	Business enterprise may qualify if it is located in a qualified census tract
Both	
Ohio resident and U.S. citizen	
In business for at least one year	
Possession of relevant licenses to do business	
Additional requirements apply	

# “In Business”

("In Business") means the business is operational as evidenced by but not limited to the following:

- Performance of contracts;
- Generation of revenue
- Related expenses;
- Purchase orders;
- Invoices;
- Payments to suppliers and/or subcontractors;
- Payments from clients or customers;
- Distributorship/supplier agreements;
- Pertinent permits and authorities;
- Professional licenses; technical expertise

# Standard Certification Steps

- Complete an application online via Ohio Business Gateway (OBG). Website: [mbe.ohio.gov](http://mbe.ohio.gov)
  1. Submit supporting documentation based upon the business structure
  2. Phone interview with state compliance officers
  3. Processing takes approximately 18 days

# Additional Information

## Contact us:

- Phone: 614-466-8380
- Web: [das.ohio.gov/eod](https://das.ohio.gov/eod)
- MBE Program: [mbe.ohio.gov](https://mbe.ohio.gov)
- EDGE Program: [edge.ohio.gov](https://edge.ohio.gov)
- OBG: [obg.ohio.gov](https://obg.ohio.gov)
- Email: [das.mbe-edge@das.ohio.gov](mailto:das.mbe-edge@das.ohio.gov)

**Thank you for your attention!**

Todd McGonigle, EEO Program Manager

# Columbus Minority Business Assistance Center



Development Services Agency

Minority Business  
Assistance Centers

**Region 3 MBAC: Columbus**

A PROGRAM OF THE STATE OF OHIO,  
HOSTED BY THE CENTRAL OHIO MINORITY  
BUSINESS ASSOCIATION

# Who We Are

The Columbus Minority Business Assistance Center is a program of the State of Ohio Development Services Agency (DSA). There are seven centers located throughout the state staffed with certified business counselors that provide free business technical assistance to minority and disadvantaged entrepreneurs.

- Assistance with Certification Applications
- Procurement and bidding assistance
- Business Start-up assistance
- Loan/finance packaging
- Business Management assistance

Website: [www.development.ohio.gov](http://www.development.ohio.gov)

# What We Can Do For You

- Provide assistance with MBE Certification
  - Through the MBAC Network, we can provide Fast Track Certification Processing.
  - Central Ohio has seen reviews completed in less than a week.
    - 3-4 days prepping application package,
    - > 1 day review -> approval

# To Request Our Services

Interested in meeting with an MBAC Counselor?  
Follow these steps!

1. E-Mail [MBAC@COMBA.COM](mailto:MBAC@COMBA.COM), Subject Line: Fast Track Certification
2. Visit [www.comba.com/certification.html](http://www.comba.com/certification.html)
3. Download the “Start Here” document listed under State of Ohio.
4. Begin pulling together the documentation!

An MBAC representative will be in contact with you over the phone to arrange next steps!

# Columbus Minority Business Assistance Center



Development Services Agency

Minority Business  
Assistance Centers

**Region 3 MBAC: Columbus**

J. Averil Frost  
Director

1393 E. Broad Street, Second Floor  
Columbus, Ohio 43205

614.252.8005 | [jfrost@comba.com](mailto:jfrost@comba.com)

# Questions



# Thank you for your attention

## State Business Opportunities for Medical Professionals

### Outreach Session

**Ohio**

Development  
Services Agency