



5. Why you want to be a part of Registry

1. Journey Health System is a support organization that takes the burden of managing administrative functions away from the behavioral health agencies who join the health system. This allows them to focus on their mission of providing excellent clinical care.
2. By valuing both margin and mission, Journey Health System helps ensure better outcomes for clients, families, and the communities we serve and allows for greater efficiency in the delivery of behavioral health services. By being a part of Journey Health System, the administrative fees, ideas, and innovative best practices are shared among the group of affiliated companies. Millions of dollars are saved through bulk purchasing power, contract negotiations, and economy-of-scale advantages. This will make each affiliate organization financially stronger and more sustainable for the foreseeable future.

6. Your philosophy on MAA

1. We believe we are stronger as a group of providers that work together to continue our service to our local communities.
2. We believe it is important to maintain organizational brand, history and clinical philosophies.
3. We believe our model is more attractive because of the level of cooperation and independence that remains at the affiliate level.
4. We believe size matters when negotiating future contracts and rates with payer sources.
5. We also believe the day of the independent, local behavioral health provider will end up joining a larger system of care in order to sustain services in the future.
6. We believe that as a large affiliated group of rural providers, we will be large enough for our collective voices to be heard at the payer and political levels.

7. Previous MAA experience

1. We often refer to these stages in terms of being closely related to the stages of getting married.
2. We want everyone involved to feel as comfortable as possible through the process.
3. If both parties express interest in learning more about the affiliation, we start with a signed memo of understanding by both parties to enter into a due diligence phase (dating) with one another.
4. During due diligence, our teams get to know one another and learn more about one another from agreed upon shared documents. Each organization's structure, strengths, and weaknesses will become known. Board members and management teams may meet during this period.
5. Hopefully through this process the interest continues and has grown and both parties wish to move forward toward official legal affiliation (engagement).
6. Both organizations engage their legal teams to examine and negotiate the terms of the affiliation agreement. Agreed upon and signed (married).
7. The agreement is then moved to the Attorney General's office and Orphan's Court for final approval.
8. This process typically takes 9-12 months to become formalized.



8. Other agencies you have partnered with

1. Stairways Behavioral Health
2. Dickinson Center, Inc.
3. Forest Warren Mental Wellness Association
4. Deerfield Behavioral Health
5. Deerfield Solutions, LLC (*LOCUS Software*)
6. Beacon Light Behavioral Health System
7. Beacon Light Adult Residential Services

9. Types of Organizations you are looking to partner with

1. Behavioral Health organizations, possibly nursing care or skilled nursing facilities to help transition some of our long-term residents into a higher level of care within the system.