



The Affiliate Partners program provides a wide range of healthcare and business-related products and services at discounted pricing for The Physician Alliance members. TPA's management team evaluates products and services on an ongoing basis to acquire better discounts for members when negotiating with new partners. With these special savings, practices get cost-effective and innovative solutions to help reduce business overhead costs and obtain needed products and services.

Highlights of current partner products and services are listed below. Additional information on each Affiliate Partner can be found on [The Physician Alliance website](#) or directly contact the companies.

#### **4MJ Social**

##### **Practice marketing services**

4MJ Social is a local marketing agency specializing in medical digital marketing strategies and branding. The 4MJ Social team does all the work to drive in business so practices can do what they do best - focus on quality patient care. TPA members receive an exclusive 20% discount off services/packages or choice of a free website design/redesign with digital package purchase. Services include, but are not limited to:

- Website development, digital ad design and management
- Reputation management
- Social media and email marketing

Since 2014, 4MJ Social has worked with over 300 medical clients to grow their brand/practices.

**Contact:** Bobby Dimovski, [bdimovski@4mjsocial.com](mailto:bdimovski@4mjsocial.com), (248) 788-6250

#### **AMBS Call Center**

##### **Medical answering service**

Family owned and operated in Michigan. A HIPAA-compliant medical answering service providing a full range of quality services to practices, including a web on call portal, daytime call management and customization options.

The Physician Alliance members receive exclusive discounts:

- No set-up fee
- Additional 8% discount applied to all plans and usage
- 1<sup>st</sup> month free + no set-up fee with 1-year term

**Contact:** Aaron Boatin or Ryan Ambs, [sales@ambscallcenter.com](mailto:sales@ambscallcenter.com), (586) 693-3800

#### **Atlantic Health Partners (AHP)**

##### **Vaccine purchasing program**

The largest vaccine purchasing program in the nation provides best pricing on vaccines from major manufacturers. AHP also offers a comprehensive flu program that includes all flu products. No cost to join, easy enrollment and same vaccine pricing no matter practice size or specialty. TPA members are eligible to receive annual rebate on all vaccine purchases made through this partner.

**Contact:** Rand Deuchler, [rdeuchler@atlanticealthpartners.com](mailto:rdeuchler@atlanticealthpartners.com), (800) 741-2044



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### [Coverys Insurance Services, Inc.](#)

#### **Medical malpractice insurance**

Coverys, rated A (Excellent) by A.M. Best, is the largest medical malpractice insurer in Michigan, serving over 3,000 physicians and 60 healthcare facilities. Their agency, [Coverys Insurance Services \(CIS\)](#), is the only company-direct agency for Coverys, providing Michigan-based customer service. Highlights of our collaboration include:

- Exclusive company-direct pricing
- Short, easy application process
- Flexible coverage options
- Occurrence, Claims-made/Modified Claims-made
- Expert risk analytics and risk management services

**Contact:** [Tina Jensen](#), [tjensen@coverys.com](mailto:tjensen@coverys.com), (517) 886-8345

### [DynamicHR](#)

#### **Payroll/HR services**

A Michigan based single source provider of *payroll processing, human resource management, workers compensation and medical benefits offerings*. TPA members receive preferred pricing on:

- Exclusive access to proprietary medical health plans
- Workers compensation coverage
- Payroll processing
- Employee record management
- 401(k) plan

**Contact:** [Andrew Tafel](#), [atafel@dynamichr.com](mailto:atafel@dynamichr.com), (248) 648-7886

### [Edge Solutions](#)

#### **Telephone solutions and services**

This Michigan-based company provides innovative telecommunications products and services at discounted rates to TPA members. Highlights include:

- Discounted monthly services
- Premise-based and hosted-VoIP telephone solutions



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- Network support equipment
- Complimentary evaluation of current telephone systems and equipment

**Contact:** [Walt Rush](#), [walt@edgesolutionsllc.net](mailto:walt@edgesolutionsllc.net), (888) 918-3343

### [Huntington Insurance](#)

#### **Cyber liability Insurance**

Not all traditional liability insurance covers cyber actions. Huntington's cyber liability insurance helps physicians reduce their exposure from their access to patients' private information. This insurance coverage protects against risk associated with:

- Internet access
- E-commerce
- Data storage
- Loss/damage involving theft or destruction of data

Discounts may be available for multi-physician practices.

**Contact:** [Rick Loss](#), [rick.loss@huntington.com](mailto:rick.loss@huntington.com), (419) 720-7911

### [Huntington](#)

#### **Mortgage services**

The Physician Alliance members receive exclusive benefits through a premier mortgage program to physicians and residents looking to buy or refinance a home. TPA physicians receive special benefits:

- \$300 closing cost discount
- Down payment assistance options
- Resources tailored to your needs

Free personal consultation is also included as your mortgage loan officer will walk you through a home buying analysis to determine exactly what you can afford.

**Contact:** [Sandra Frith](#), [sandi.frith@huntington.com](mailto:sandi.frith@huntington.com), (586) 749-8355

### [Huntington Bank](#)

#### **Banking services**

Take advantage of special rates on deposits, specialty lending programs, and personal cash management services.

**Contact:** [Ashley Boday](#), [ashely.boday@huntington.com](mailto:ashely.boday@huntington.com), (248) 554-6618



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### Office Depot/Office Max

#### Office supplies and solutions

A special office solutions program with competitive pricing! Member practices can use store discount cards and web discounts for savings on thousands of supplies. Office Depot has it all when shopping for your practice and home needs.

Highlights include:

- Web discounts on thousands of supplies + monthly coupons
- Low cost copies
- 20% to 55% off office supply **item list**
- Free next-day shipping on orders of \$50 or more

**Contact:** Alexis Sultenfuss, [Alexis.Sultenfuss@OfficeDepot.com](mailto:Alexis.Sultenfuss@OfficeDepot.com), (855) 337-6811 x12734

### Rickard & Associates

#### Legal services

This Michigan-based law office provides legal services and assistance with a myriad of business operations services, from general legal counsel to employee issues to compliance and more. Highlights include:

- Audits
- Compliance
- HIPAA readiness
- Healthcare business transactions

**Contact:** Lori-Ann Rickard, [info@larlegal.com](mailto:info@larlegal.com), (586) 498-0600

### Transworld Systems, Inc.

#### Medical debt collection

A medical debt collection services company providing TPA members with new automated solutions to improve cash flow and reduce slow pay concerns. Highlights include:

- Profit recovery
- Insurance resolutions
- Transworld phone collections

**Contact:** Michael Glass, [michaelglasstsi.com](http://michaelglasstsi.com), (248) 914-0346