

One Month Feedback Request: STRATEGIC PARTNER Application from The BI Collaborative



One of the steps in our process of reviewing applications for membership to Alliance is to request feedback from all our current members.

The BI Collaborative supports several IDD, Behavioral & Child/Youth State Associations and their leaders. Here are some quick insights:

- Enkompas BI built a Business Intelligence Platform specifically for IDD Providers
- Our leadership helped Hospital CEO's through transition from fee for service to Value Based Reimbursement
- Our CEO serves on Alternative Payment Committee for PAR/ANCOR
- Our CEO serves on Social Determinants of Health Committee

The BI Collaborative exclusively serves Human Services Providers — IDD, Behavioral & Mental Health, Children & Youth, and Addiction Service Providers — helping them turn data into actionable information to create efficiencies, optimize quality, and drive cost and revenue improvements. We help Providers become improved Data-Driven Decision-Making Organizations!

Why? Because according to research from Aberdeen, McKinsey & Forrester, data-driven organizations are 30% more likely to reach their goals, 6% more profitable and have a 173% advantage in efficiently complying with regulations. We solve the problem of data being siloed in disparate systems (including excel spreadsheets) and automate what are today's manual efforts to pull, organize and report information.

The BI/Analytics platform features modules that “turn data into actionable information” in the form of Interactive Dashboards, Detailed Reports and Advanced Analytics. These outputs are customized to each client and serve the needs of the C-Suite, Middle Management and Frontline Staff.

- Chief Growth Officer: [Bob Hitson](#)
- Co-Founder & CEO: [Scott Bachik](#)
- Website: <https://thebicollab.com/>
- National, for-profit company
- Number of years in business: 5
- Priorities or benefits they want to get out of membership:
 - Prepare Colorado Providers for things happening in other states like "PA Selective Contracting" and other APM models by providing a Business Intelligence Platform built specifically for Human Service Providers.
 - State insights into where Colorado stands relative to Value Based Reimbursement.
 - Help Providers become improved data-driven organizations.
- The Alliance Code of Ethics has been signed.

Please submit your feedback to [Josh](#) or [Cindy](#) by August 31, 2023. All feedback will be kept confidential. If you wish to submit feedback anonymously via e-form please [CLICK HERE](#).

New Member Interview

- **Applying Agency: The BI Collaborative**
- Type of Member: Strategic Partner
- Agency Website(s): <https://thebicollab.com/>
- Agency staff at interview: Bob Hitson
- Alliance staff (or members) at interview: Josh Rael and Kylie Kampbell
- Interview Date: 2/1/23 and 5/22/23
- Background on the Agency:
 - See previous page.
 - Bob has an extensive background in leading sales organizations, in the technology and healthcare field.
 - Scott and Bob met 20 years ago at a healthcare consulting company. Several years ago, Scott started working with Human Services agencies, particularly in PA, to build their current platform. Scott currently sits on the ANCOR ATM workgroup.
 - Have active clients in several states.
 - The BI Collaborative works with providers to automate their aggregation of data from all their disparate systems and has built this business intelligence platform specifically for human service providers.
 - Launching a roundtable on how to define quality.
- Follow up questions/comments/concerns from the interview:
 - None at this time.
- Recommendation from Staff: Approve

Applying agency is expected to meet the membership application requirements:

- Application Submitted - see page above.
- Code of Ethics Signed- Yes
- 30-Day Feedback/Reference Check – In process – will conclude August 31, 2023