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Join Savvik at EMS World and see our newest partner Mahindra! We will have their latest UTV displayed in **booth 1034!** [To learn more about our public award from Mahindra click here.](#)

**New! National ePCR public awards!
[RFB#2018-08a](#)**



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MEDVIEW was the first ePCR to incorporate telemedicine—e.g., the ability to take a photo of the patient, ID or insurance card, a wound site or car crash, etc.—whether online or offline, and (when online) to transfer this information to a receiving care facility in as little as 30 seconds, enabling workflow efficiencies such as patient pre-registration at the emergency department, triage team activation, and streamlined billing for faster receipt of payments with fewer rejected invoices and less time spent chasing missing insurance.

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ImageTrend, Inc. was the first software company to formally certify its software solution, ImageTrend Elite™, as National EMS Information System (NEMSIS) v3 Receive and Process compliant on December 17th, 2013 and on May 29th, 2014 became the second software company to be formally certified as NEMSIS v3 Collect Data compliant. According to EMS.gov, NEMSIS Version 3 is an important step toward harmonizing EMS data with patients' electronic health records at the hospital. NEMSIS v3 compliance is an important measure of the software's ability to correctly record and transmit medical data.

[Learn More](#)

Public Bid on Ambulances
Link to our contract for free!

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Association Spotlight

MTANJ

Medical Transportation Association of New Jersey

A candid interview with AJ Sabath

Association Executive Director

By Julie Fontaine



How long have you been with the association?

I have been with the association for 6 years as the Government Affairs Representative and for the last year and a half also served as the Executive Director.

What do you like most about your role?

Working with the President and board members on meeting the many challenges facing the industry and working to translate that effort back out to our membership.

Association highlights, upcoming conferences and what members are to expect at conferences.

We are looking forward to attending the EMS World Expo 2018 in Nashville, TN from October 30th to November 2nd.

Where did you get your start in the industry?

On the government relations/advocacy and policy side of the industry.

What positive changes have you been a part of in the EMS Industry?

The New Jersey State Fiscal Budget continually operates at a deficit and that has a drastic impact on reimbursement rates in general but especially for dual eligible transports. And to address this issue we are leading a major charge to push to restore the budget line item for cross over funding to supplement co-payment reimbursement for dual eligible transports.

What is your greatest achievement?

We established a customized training program with the New Jersey Department of Labor and Workforce Development that reimburses MTANJ member companies for the cost of training new employees to become certified under the Mobility Assistance Vehicle Operator (MAVO) program.

What is your long term vision for the association?

We are committed to winning back the Medicaid crossover funding and we will continue to fight to remove the new New Jersey Department of Health stretcher and track requirements that saddle our industry with an unfunded mandate. And finally, we are working to expand the Department of Labor MAVO customized training grant to include other training components such as oxygen and EMT.

Do you have any special interests, hobbies, other groups you belong to?

In my free time I love to windsurf in the Caribbean but I'll settle for any body of water with a strong



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RFB#2018-01

Any organization that submits for a quote with Medline through Savvik will get a \$50 discount off the organization's next purchase from Medline (minimum of \$150 order required).

There are three easy steps to take advantage of this promotion:

1. Submit a supply list to Savvik or your Medline Rep to receive a quote from Medline
 2. Make a minimum purchase of \$150 with Medline
 3. Submit the following form (www.medline.com/go/Discount50) to claim the \$50 Discount
- Offer valid until December 31st, 2018**

New Savvik Vendor!

Savvik is proud to announce a new national discount program with **Genlantis**, the makers of FirstResponder Sterilizer. We have a discounted national program pricing. [Learn more](#)

Download the brochure.



TKK Electronics Public **RFB #2017-05**

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October specials from Office Depot

Up to 80% off office essentials and everyday copy/printing. Get substantial savings on the office essentials you need and use most – from copy paper and printer ink to cleaning supplies, office essentials and everything in between! Your registration includes low everyday pricing you can use online and in stores.

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- SAVE 37% \$7.61
- SAVE 31% \$8.99 Assorted Party Mix, 5 Lb Bag
- SAVE 30% \$16.49

Recovering Loss of Revenue from “not at fault” accidents.

Loss of Revenue, Diminution of Value and the Claim Process Explained

By Brian Ludlow

When your units get hit by a third party and the vehicle is out of service, are you getting Loss of Revenue for the downtime



while the unit is being repaired? Whether you answered yes or no to that question, reading this article will be the one of the most lucrative uses of your time this year.

[Read More](#)



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Savvik is proud to announce a new 3 year **PUBLIC** contract with Henry Schein for medical supplies and equipment. No need to go out to bid for your medical supplies! Link to our new contract today!

RFB Information

[Send us your supply list for a free, no obligation quote](#)



Leadership Training from SafeTech Solutions

March 19 - March 22, 2019
Las Vegas Marriott
325 Convention Center Drive
Las Vegas, NV 89101



Fee: \$3,400.00

Prerequisite: Students must register for both Parts I & II, unless special circumstances apply. [Click Here for more information](#)

Part I: March 19-22, 2019

Part II: May 14-17, 2019

Part I of the Academy (previously "Levels I & II") will be held March 19-22, 2019. These four days of courses will begin you with the everyday challenges facing EMS leaders by inverting the way you think about running an EMS organization. Learn to manage with leadership in mind. **Topics addressed in Part I include:**

How to blend the roles of both leading and managing and how to know the difference;
The essential components of a thriving ambulance service; How the leader impacts recruitment and retention; How to create an ambulance service culture people want to join; Strategies for recruiting the right staff; How to improve each member's performance; How to deal with troublemakers; How to recruit today's young people; and how to strengthen the relationship with the medical director.

Part I addresses each participant's personal leadership challenges, moving beyond management to the art and practice of leading. Leaders see destinations and inspire people to move toward those destinations. This part of the Academy prepares you to reflect on the basics of leadership and the leadership tools of listening, imagining and storytelling.

Specifically, we address:

The characteristics of responsible leadership; Barriers to leadership; The ingredients to inspiring people to follow; Using a council process to increase listening and talking;
Listening to what needs to change and imagining a future; The EMS leader's guide to storytelling; How history continues to influence our actions and stories today; Finding the time to lead; Managing and

leading up; and How to lead and inspire generation X, Y, and Me.

Part II of the Academy (previously "Levels III & IV") will be held May 14-17, 2019. Become the best EMS leader you can be with advanced courses. Building upon previous class material, Part II of the Academy tackles moving the EMS organization forward, making change and ensuring the organization avoids trouble and continues to be a place good people want to work. ***Specifically, this part addresses:***

Identifying what really matters to you, your customers, the public and your organization;
Rethinking the entire concept of quality and how it applies in EMS; Clarifying a destination that matters to what your organization does everyday; Understanding why change so difficult;
What is strategic alignment and who cares; The Balanced Score Card as a tool for change and forward movement; Working with measurements and variables; and How to lead and manage change.

With a solid foundation in leadership, participants in Part II of the Academy set the agenda in a facilitated, retreat-style session that focuses specifically on each participant's leadership roles and organizational challenges. Participants come with the specific challenges they are facing in their roles and in their organizations. Utilizing an "open space" format, participants choose the topics. Brief presentations are made on the topics, and the balance of the allotted time is used to workshop each topic with discussion, exercises and the sharing of best (and worst) practices. In the process, each leader is able to workshop his or her leadership challenges.

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