



WELCOME

## WE GROW BEHAVIORAL HEALTH AGENCIES

Affordable, high quality business growth  
through behind-the-scenes Medicaid and  
commercial program experience.

Southwest Idaho

# Solvent Practice Solutions

2020



### Solvent Practice Solutions

Brett Jossis, Owner

Boise, ID

Started: July 2020

[solventsolutions.com](http://solventsolutions.com)



*“As a first time business owner, I didn’t know what I didn’t know. My business is now respected and thriving with customers all over the country due in large part to the SBDC and my SBDC mentor. I have learned so much and am eternally thankful for their support.”*

Brett Jossis was a Quality and Compliance Director for Optum, a large Medicaid behavioral health contractor. Solvent Practice Solutions is the fruition of a vow Brett made to help providers and patients to streamline and collect more money in their clinics based on the problems and results that he saw small practitioners having in collecting from companies like Optum.

Solvent Practice Solutions, LLC was started in July 2020 with the mission to build a stronger, more financially solvent network of mental health providers who are better able to serve their communities. His primary offering is billing services and credentialing.

When he came to the SBDC he was in start-up mode. July of 2020 may seem an auspicious time; however, mental health clinicians were busy and he had a lot to offer.

Consultants worked with him to:

- Create a process for delivery of his service
- Articulate his value proposition, value proposition and ideal client
- Develop and deliver his sales and marketing process
- Develop his website
- Price his services
- Set up his accounting and financial analysis
- Get a steady flow of new clients wanting both billing and credentialing
- Hire two employees

Solvent Practice Solutions plans steady growth and scaling of the business as well as creating a profit share program for his growing staff.



ACCELERATING  
BUSINESS SUCCESS