

Who is Solutions Group?

Solutions Group was created around a simple idea: to empower providers to collect their charges from payers – and not the patient. We strive each day to innovate new solutions to meet this vision and build our team with this passion always in mind. We have built a business that has customer relationships with the type of trust that can only come with putting the client's needs first. Our customers know us, and our expertise empowers us to guide them with key decisions that affect their organizations. Our solutions are designed to be a window, providing optics and clarity on reimbursement trends, such as high-deductible plans, and deliver real-world solutions to fortify providers from the rising tide of self-pay. Our customers need to be able to count on the accuracy of our information, the reliability of our systems, and the relevance of our insights – and trust in what we are providing. Trust is our currency.



Asbel Montes
Managing Partner
Solutions Group Consulting

Asbel began his career in the ambulance industry in 1999. His EMS career includes directing and leading teams that provided revenue cycle consultation to air and ground ambulance agencies, culminating into the position of Sr. Vice President of Strategic Initiatives and Innovation at Acadian Ambulance Service.

Over the past 20 years, Asbel has been a member of numerous organizations, including the Healthcare Financial Managers Association (HFMA), the American Ambulance Association (AAA), National EMS Managers Association (NEMSMA), and the National Association of EMTs (NAEMT). He has also served as a board member for the AAA and the Louisiana Ambulance Alliance.

Asbel currently serves on numerous committees and, more notably, chairs the AAA Payment Reform Committee as the industry navigates the current healthcare changes and the correlation to the air and ground ambulance industry. In 2016, Asbel was appointed to the Ambulance Transport Alternatives Task Force for the State of Louisiana by Governor John Bel Edwards. In 2020, Asbel was named to the Air Ambulance and Patient Billing Advisory Committee by the Secretary for the United States Department of Transportation. He is a respected thought leader on reimbursement initiatives within the industry and is a requested speaker at many conferences. Asbel has also testified as an expert witness before federal and state health committees regarding ambulance reimbursement and veteran health initiatives related to emergency medicine. Asbel is a contributing author in several EMS magazines as well as co-authoring the book, *Management of Ambulance Services*, as published by Prentice Hall in 2014.



Brian Choate
Founder | Managing Partner
Solutions Group

Brian's diverse background consists of 20 years of finance, technology and healthcare revenue cycle. His passion is innovating leading-edge solutions to break-out of stagnant business cycles. Brian's start in revenue cycle began in 2009 with Black Ink Systems, where he introduced a new technology to the EMS industry for uncovering missed payer sources for EMS self-pay and collection accounts.

In 2014, Brian pioneered a brand-new concept in EMS, real-time deductible management, assisting providers with increasing recoupments from high-deductible insurance plans. Brian's organization, Solutions Group, now partners with healthcare providers in more than 40 states serving multiple healthcare specialties.

Brian currently serves on the Communications Committee for the American Ambulance Association and frequently speaks at state and national conferences on reimbursement and business organization topics.

**Put the power of our
innovation to work for you.**

Learn more at www.solutionsgroup.com