

CRAIN'S
Health Pulse

Brooklyn startup wins contract with upstate health plan

Brooklyn-based behavioral health startup Valera Health has secured a three-year contract with Capital District Physicians' Health Plan to expand its members' access to mental health and substance-use case-management services.

The Albany-area health plan covers about 350,000 individuals. Later this year Valera's mobile app will allow members to work remotely with their case managers and provide them with real-time insights into members' health.

Additionally, the contract is expected to further the implementation of collaborative care in primary care settings across the Albany region, with Valera's tech platform providing a centralized way for providers to manage patients.

"This integration piece is bringing together primary care and mental health services and treating the patient as a whole person as opposed to having a system that is siloed," said Tom Tsang, CEO of Valera.

This year a case study released by the American Hospital Association showed that Valera and Montefiore have [seen progress](#) in improving the health system's use of a collaborative-care model.

"The incredible success that we've been having in New York state and city with Montefiore, Northwell and others, people see the results that we're producing," Tsang said.

More than 1.3 million people have access to Valera's platform.

"CDPHP is proud to be the only health plan in the capital region to offer its members access to Valera Health, a national expert in bringing quality care to those with psychiatric and substance-use disorders," said Dr. Anne Carroll Fernandez, vice president of behavioral health and medical integration at the health plan, in a statement.

The financial terms of the contract were not disclosed.