

Representative Engagements

- Assisted an integrated health system and their affiliated health plan to design and implement a care management program that provided coordinated care management for frail elderly Medicare Advantage enrollees in post-acute settings, including home and SNF. Effectively reduced ALOS, SNF days, ED visits and medical loss ratio.
- Worked with an academic medical center to design and implement a medical house call program that met several strategic objectives, including community outreach, medical education, health outcomes research and market growth. Collaborated closely with the development office to raise over \$800,000 to fund this initiative.
- Assisted an internationally-renowned referral center to conduct an operational assessment and a compliance audit (for accreditation by The Joint Commission) of an existing house call program. Proposed operational recommendations to ensure efficiency, quality and financial sustainability, as well as developed a comprehensive set of TJC compliant policy and procedures.
- Performed an operational and strategic assessment of a house call program sponsored by a religiously-affiliated community service organization. Assisted senior management to (1) refocus strategic and financial resources and terminate program; and (2) wind down service in a professional, ethical manner.
- Lead development of a system-level chronic illness management initiative for an integrated health system using the institute model of clinical care, research, education and philanthropy. Developed comprehensive business plan, including service/program roll-out among system members, fund raising and marketing.
- Assisted an independent home health agency to assess feasibility of starting an integrated house call program. Work closely with client to assess feasibility, including collaborating with attorney regarding state and Federal compliance. Developed business and implementation plan and assisted to bring the house call program from concept to reality.