



Healthcare Consulting Practice

Building Dynamic, Forward-
Thinking Solutions

mazars

As one of the nation's leading professional service firms, Mazars USA provides the resources, experience and global expertise to help you adapt in a dynamically changing healthcare landscape.

Contents

4	Mazars USA Healthcare Consulting Practice
6	Our people

Mazars USA Healthcare Consulting Practice

Building Dynamic, Forward-Thinking Solutions

In today's changing healthcare landscape, payers, providers and other stakeholders must successfully navigate regulatory and market challenges in order to transform their businesses into more profitable and effective organizations.

The Mazars Healthcare Consulting Practice is committed to developing and maintaining a “trusted advisor” relationship with our clients – offering creative and comprehensive solutions to your most pressing needs.

How Mazars can help

Organizations need the support of experienced professionals to navigate strategic planning, complex contracts and uncertainty in the near term.

- Drive long-term financial, operational and market success
- Provide full-service, tailored services
- Focus on delivering sustainable outcomes
- Provide insight into policies and best practices
- Position you firmly within the changing healthcare landscape

Our powerful combination of service and results-oriented strategy helps clients meet their business goals, overcome challenges, and improve performance.

Payer-provider advisory

Value-added insight on the strategic, operational, clinical and analytical elements that impact you most.

Regulatory compliance

Helping clients to successfully navigate regulatory changes and implement new state and federal regulations – increasing awareness and reducing risk.

Operational & financial performance improvement

Comprehensive advisory services, organizational restructuring and interim senior leadership to improve clinical and financial outcomes.

Payer-provider advisory

In today's environment of transformational health-care change payers and providers need timely insight into industry developments, actionable strategies to address challenges and an approach that delivers sustainable outcomes.

We have decades of expertise helping healthcare entities meet the challenges of the future, and work closely with plans, providers and risk-bearing entities.

- Strategic Planning
- Market Expansion Strategies
- Managed Care Plan Development
- Value & Risk-Based Contracting
- Value & Risk-Based Modeling & Reporting
- Network Development
- Provider Data Management
- Delegated Credentialing
- Integrated Delivery System Development
- Fee Schedule/Capitation Analysis
- Vendor Carve-out Negotiations
- Narrow Network Design
- Unit Cost Reduction Strategy
- Contract Review & Payment Compliance
- Strategic Alignment Contracting
- IPA Development
- Financial Forecasts & Analytics



Regulatory compliance

Healthcare executives need timely insight on new regulations, industry trends, and their potential impacts in order to successfully overcome challenges and meet their organizational goals.

In an era of unprecedented change in the healthcare industry, payer-provider organizations need value-added advice from experienced professionals. We have decades of expertise helping healthcare entities meet the challenges of the future. We work closely with plans, providers and risk-bearing entities, delivering value-added insight on the strategic, operational, clinical and analytical needs that most impact our clients.

When choosing Mazars, you can be confident in your decision based on our track record of delivering actionable strategies that address specific client challenges.

- State & Federal Managed Care Plan Licensure
- State & Federal filings – New or Expanding Networks
- State & Federal Regulatory Services
- Survey & Audit Readiness Assessments
- Corrective Action Plan (CAP) Development & Implementation
- Comprehensive Organizational, Operational, & Structural Assessment
- Policy, Procedure & Programmatic Development
- Fraud, Waste & Abuse Programmatic Development & Evaluation
- Expert Witness Testimony

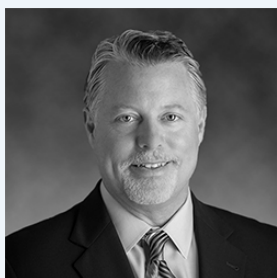
Operational & financial performance improvement

In a competitive marketplace, operational excellence is a key driver of strategic advantage and profitability. To achieve it, management must first assess their business strategy, systems, processes and people, identify gaps in performance and opportunities for improvement, then take the tactical steps necessary to drive higher value and greater efficiencies throughout their organization.

- Comprehensive Turnaround Management & Implementation
- Revenue Cycle Assessment & Transformation
- Cash Position Improvement
- Charge Master Review & Market Pricing Analysis
- Executive & Staff Training, Coaching & Development
- Interim Management & Staffing
- Financial Modeling
- Vendor Management & Performance Improvement
- Charge Capture Optimization & System Alignment
- Cost Analysis & Containment
- Strategic Repricing of Services
- Compliance & Self-Disclosure Reviews
- Collection Agency/External Vendor Analysis
- Denial Management & Mitigation
- Claims Audits
- Inpatient & Outpatient Coding & Documentation Improvement

Our people

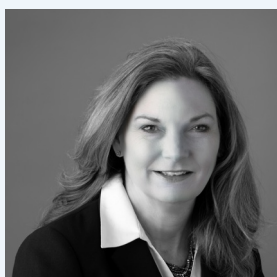
Over 150 years of experience providing quality, hands-on expertise to healthcare organizations across the country.



Gil Enos

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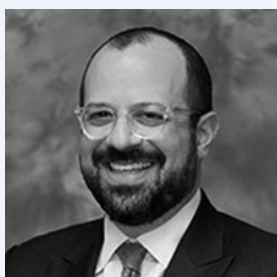
Gil has over 25 years of proven experience in building, scaling and leading successful healthcare technology and services organizations, and driving significant revenue growth. During his career, Gil has gained a unique understanding of all the stakeholders in the healthcare continuum, having worked with Payers (Commercial, Blues, State/Federal), PBMs, Providers, Health Systems and Vendors.



Lori Hack

Principal
lori.hack@mazars.com

Lori has over 25 years of experience with hospital, clinic and health plan operations, most recently on state level initiatives for clinical integration activities for EHR implementation, business intelligence analysis and operational workflow planning and implementation. She has extensive experience with compliance, privacy and security of health information and health information exchange.



Steven Herbst

Principal
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Steven has over a decade of experience providing an array of advisory and tactical services to both payer and provider clients throughout the healthcare industry. He specializes in strategic planning, designing and executing value-based contracts, developing new plans, providing dynamic payer-provider operational support, relationship management and contracting strategies.



Mark Marten

Principal
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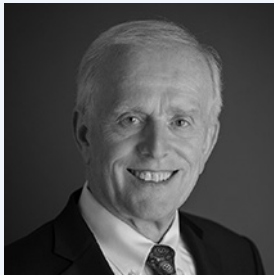
Mark has more than 25 years of experience in senior leadership roles with Health Plans, IPAs and MSOs with a proved track record of improving results and developing strategies and vision for healthcare organizations through senior management oversight, long-range planning, strategic direction, management of operations, communication, negotiation, contract relationships, client management and cost management.



Laura Peth

Principal
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Laura possesses nearly 15 years of experience in the areas of operations, performance monitoring and management, public policy, compliance, audit, project management, enterprise risk management, program evaluation, process improvement, and fraud, waste and abuse. She is an innovative leader with a proven track record of delivering operational expertise, implementation support and project management to a variety of healthcare organizations.



Russ Foster

Senior Advisor
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Russ has over 30 years of experience in development and management of healthcare systems, including expertise in capitation agreements, rate development methodology, and business plan development. Specializing in financial modeling and analysis, he works with clients nationwide in financial modeling and analysis relating to IPA and MSO development and enhancement, capitated reimbursement programs, design and analysis of utilization and cost structures, and all other aspects of managed care systems.



Ira Gottlieb

Senior Advisor
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Ira has over 30 years of experience in managed care on both the payor and provider side of healthcare delivery, including provider and payor network development, strategy and implementation, reimbursement methodologies and contract negotiations for capitation, risk, and fee-for-service. He also has extensive experience working with Government Programs, private equity offerings, and analysis of clinical outcomes for providers.



Marc Grossman

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Marc has worked extensively with a wide range of healthcare providers including integrated delivery systems, academic medical centers, community hospitals, physician organizations, public health agencies, and home health agencies. He has performed information technology (IT) strategic planning, system selection, contract negotiations, and implementation of a wide array of clinical, financial, and ancillary systems.



Sheila Stephens

Senior Advisor
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Sheila has 30 years of experience in the health care field, with specific expertise in the development and administration of patient care services, and related systems and structure to support both financial management and quality improvement. She has extensive experience in program development across the health care continuum, including clinic and outpatient services, acute and long term care, home health and hospice care.

Contacts

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Mazars USA LLP is an independent member firm of Mazars Group, an international audit, tax and advisory organization with operations in over 90 countries. With roots going back to 1921 in the US, the firm has significant national presence in strategic geographies, providing seamless access to 26,000 professionals around the world. Our industry specialists deliver tailored services to a wide range of clients across sectors, including individuals, high-growth emerging companies, privately-owned businesses and large enterprises.

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