



## Navigating the Toughest Challenges in Healthcare

With an ever-expanding team of expert consultants and a wide range of capabilities, Health Management Associates has the brightest minds in publicly funded healthcare - ready to solve the biggest problems with the most innovative solutions.



HMA is an independent, national research and consulting firm specializing in publicly funded healthcare and human services policy, programs, financing, and evaluation. We serve government, public and private providers, health systems, health plans, community-based organizations, institutional investors, foundations, and associations. Every client matters. Every client gets our best. With more than 20 offices and over 400 multidisciplinary consultants coast to coast, our expertise, our services, and our team are always within client reach.

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## ABOUT HMA

HMA has the most comprehensive and experienced team of experts in healthcare and human services — we are well connected and deeply informed, exceptionally strategic, thorough, and collaborative. With our ever-expanding team of expert consultants, we are committed to helping clients find solutions to the most complex healthcare and human services challenges.

Our team comes from all sides of the publicly funded healthcare arena. Formerly, they excelled as:

Some of  
the brightest  
minds in  
publicly funded  
healthcare.  
Working  
for you.

- » State Medicaid directors, state-based health insurance marketplace leaders, mental health commissioners and budget officers
- » CEO, COO, CFO and other hospital and health system leaders
- » Managed care executives
- » Physicians and other clinicians who have run health centers and integrated systems of care—many who still practice medicine
- » Policy advisors to governors and other elected officials
- » Senior officials from the Centers for Medicare & Medicaid Services (CMS) and the Office of Management & Budget (OMB)
- » Executives of community-based organizations, foundation program directors and civic leaders, university professors, researchers and statisticians, and LGBTQ and HIV community leaders



On the  
cutting edge of  
healthcare and  
social services  
reform and  
improvement.

## Our Mission

We improve the health and well-being of individuals and communities by making publicly funded healthcare, and the social services that support it, more accessible, equitable, and effective.

## WHAT DRIVES US

At HMA, every project, every initiative, and every success are part of a bigger goal: a healthier America for all. Whether we're addressing communities' most basic needs, such as clean water and safe shelter, or analyzing complex healthcare delivery systems, our inspiration is the equitable access to a healthier life for everyone in our nation.

Our areas of expertise include:

- » Analytics
- » Behavioral Health
- » Clinical Services
- » Community Strategies
- » COVID-19 Resources and Support
- » Government Programs and The Uninsured
- » Healthcare Actuarial Services
- » Healthcare Delivery Development and Redesign
- » Healthcare IT Advisory Services
- » Investment Services
- » Justice-Involved Services
- » Long-Term Services and Supports
- » Managed Care
- » Opioid Crisis Response
- » Pharmacy
- » Public Health
- » Quality and Accreditation



## WE ARE GROWING

The healthcare landscape is always evolving. As part of our commitment to staying ahead of the curve, HMA has welcomed new companies and colleagues, enhancing our reach and capabilities while staying true to our commitment to provide the brightest solutions to healthcare's biggest problems.

**Better  
Together  
to Better  
Serve You.**

### LEAVITT PARTNERS

An HMA Company

A leader in the value-based care movement, Leavitt Partners provides clients a holistic view of the diverse influences impacting the industry, along with health policy guidance, and strategic advisory services. Leavitt Partners is also a respected convener, leading collaborative alliances in pursuit of solutions to complex health policy problems.

### WAKELY CONSULTING GROUP

An HMA Company

A premier source for healthcare actuarial consulting and long-time HMA collaborator, Wakely Consulting Group colleagues have deep expertise in Medicare Advantage and Medicaid managed care, as well as risk adjustment and rate setting, market analyses, forecasting and strategy development.

### BURNS & ASSOCIATES

A Division of HMA

With innovative approaches to financing and delivery of healthcare and human services, Burns & Associates colleagues are leading experts in payment rate setting and reform.

### EDRINGTON HEALTH CONSULTING

An HMA Company

Edrington Health Consulting colleagues specialize in providing actuarial and financial analyses to health plans, providers, and government agencies and offer an array of data and analytic support services related to Medicaid and Medicare.

### THE MORAN COMPANY

An HMA Company

Providing expert design, implementation, and evaluation of healthcare payment systems, specifically Medicare, The Moran Company colleagues bring technical analytical capabilities to support sound policy analysis.

### STATE OF REFORM™

An HMA Company

With state-level, targeted events and thoughtful industry analysis, State of Reform™ brings together senior healthcare leaders and policy advocates to collaborate and communicate on the progress of reform in the U.S. healthcare system.



We make  
publicly  
funded  
healthcare  
work better.

## GOVERNMENT PROGRAM KNOW-HOW

With unmatched experience and know-how in developing, implementing, and evaluating publicly funded healthcare programs, our experts know Medicaid, Medicare and the systems that surround them inside and out.

Our team is made up of former Medicaid directors, federal policy leaders, health plan and hospital executives, and senior officials from government and public health systems. This means we have first-hand experience navigating the complexities of federal and state regulations and helping public programs work better.

### MEDICAID

Helping states make the most of opportunities, we have the most experienced team of experts in the country. From delivery system transformation to expanding coverage, we can help every step of the way.

#### WE CAN PROVIDE:

- » Policy development and legislative evaluation
- » Reimbursement evaluation
- » Planning and implementation of reform initiatives
- » Delivery system transformation and care management

### MEDICARE

Our experts understand the entirety of the Medicare program and help clients with complex business issues in both the traditional Medicare fee-for-service program and Medicare Advantage.

#### WE CAN PROVIDE:

- » Policy thought leadership
- » Medicare Advantage strategies
- » Medicare analytics
- » Navigation and interpretation of new CMS policies and guidance

### MANAGED CARE

From market entry and strategy to contract award and implementation, we have the know-how to help clients win and grow business as well as increase membership in a complex and competitive market.

#### WE CAN PROVIDE:

- » High-level strategy and planning with real-world applications
- » Procurement support, due diligence
- » Market analysis, market entry, strategic assessments, and strategic planning
- » Guidance to identify emerging business, develop strategies, and implement change

## DESIGNING BETTER DELIVERY

For more than a decade, HMA has been leading the design, development, restructuring, and implementation of integrated healthcare delivery systems with a concentration on populations that depend on publicly funded healthcare and the providers who care for them. We work with clients of all sizes to build responsive, locally oriented, and financially sustainable solutions that improve access and health outcomes.

With our expertise and leadership, we focus on emerging and critical healthcare redesign components, including:

- » Health System Restructuring
- » Delivery System and Payment Model Redesign
- » Federal and State Policy Connections Related to the Delivery of Care
- » Delivery System Operations
- » Information and Technology Innovations
- » Clinical Services

Integrating  
systems  
for better  
outcomes.





Building  
healthier  
communities,  
one partner  
at a time.

## OUR COMMITMENT TO HUMAN SERVICES

Good health is about much more than just good healthcare, and we understand improving human services alongside healthcare works better for everyone. Whether we are working to directly improve systems of support and address social determinants of health or weaving the human factor into all we do - people are at the heart of HMA.

By working to meet essential needs like access to healthy food, clean air and water, safe housing, and education, HMA Community Strategies® (HMACS) brings together the expertise and resources to help partners assess needs, create a plan, and deliver impactful on-the-ground results.

Our experts have a deep understanding of the impacts social determinants have on communities and patient outcomes. We work to establish systems and programs to bridge these gaps and level the landscape, developing solutions for the toughest challenges facing healthcare and social services providers and organizations.

From traditional non-profits and human services organizations to specialized programs for justice-involved populations, schools and universities, our teams can help develop and implement programs to improve the health, wellbeing, and lives of those our clients serve.

Young to old, preventive to responsive, our services range from helping people secure essential needs to providing trauma-informed solutions. No matter the audience, no matter the need, HMA believes healthcare and human services go hand in hand to providing better outcomes.



# 50+

## CLINICIANS

+ PHYSICIANS

+ CLINICAL PSYCHOLOGISTS

+ ADVANCED PRACTICE NURSES

+ REGISTERED NURSES

+ PHYSICIAN ASSISTANTS

+ CLINICAL PHARMACISTS

+ MENTAL HEALTH COUNSELORS

+ LICENSED CLINICAL SOCIAL WORKERS

### OUR CLINICAL SERVICES

At HMA, our people make the difference. Our distinguished and varied team of clinical services staff members, who have devoted their careers to direct patient care, bring their expertise and commitment to HMA. Together, they help create better delivery systems, improved Medicare models, more effective community strategies, and healthier lives.

Our experts have gained vast experience in former roles as:

» Health System Executives (CMO, CEO, COO)

» Medical and Behavioral Health Specialists

» Managed Care Executives (CMO and Medical Directors)

» Advanced Practice Nurse Leaders

» Justice-Involved Health Experts

» Directors of Academic Departments and Training Programs

» State Health and Medicaid Clinical Chiefs

» Clinician Members of Health System, Health Plan and Association Boards

Direct healthcare leadership experience makes these colleagues indispensable to healthcare transformation.

Redesigning  
addiction  
treatment  
to save lives.



HMAIOA.COM

## HMA INSTITUTE ON ADDICTION

In response to the addiction and substance use disorder (SUD) crisis facing communities nationwide, HMA created the HMA Institute on Addiction (HMA IOA). HMA IOA is home to some of the industry's foremost addiction experts with more than 200 years of collective experience in all aspects of addiction treatment. Within the HMA IOA, you have access to the technical assistance, education, and strategy development your organization needs to deliver effective addiction treatment and save lives.

Building ecosystems of care, HMA IOA has expertise and services for each step of the way:

» **Addiction and SUD treatment services**

» **Co-occurring services**

» **Community support services**

» **Data analysis and visualization**

» **Hospital-based services**

» **Justice-involved services**

» **Primary care services**

» **Publicly funded payment programs**

» **Quality and performance**

» **Workforce development and education**

» **State and county agencies**

## HMA INFORMATION SERVICES

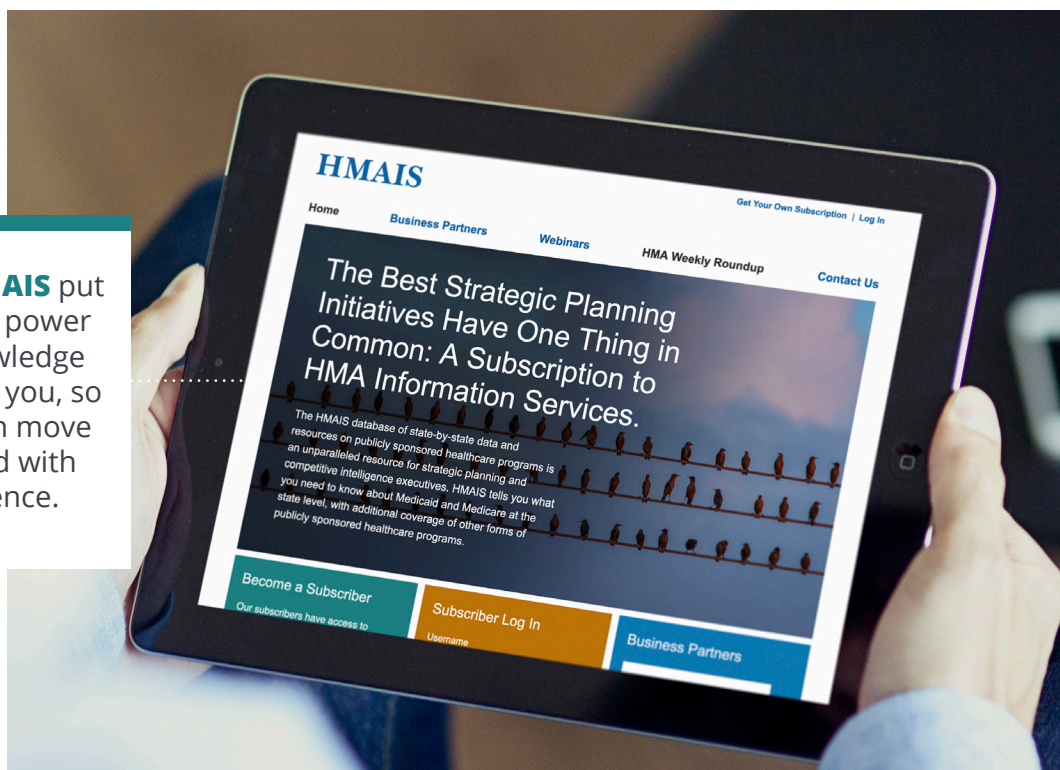
Knowledge is power—which makes HMA Information Services (HMAIS) a vital resource for your organization. This subscription-based service provides an unparalleled breadth and depth of data on publicly sponsored healthcare programs like Medicaid and Medicare, including:

- » **State-by-state overviews**
- » **The latest managed care enrollment, market share, and financial performance**
- » **Instant online access to ready-to-use charts, graphs, and Excel files**
- » **Up-to-date RFP calendars**
- » **A comprehensive public documents database, including state Medicaid RFPs, health plan responses, scoring sheets and model contracts**

Better  
Medicaid  
decisions  
start here:  
HMA  
Information  
Services.

You can also access free content like the **HMA Weekly Roundup** and webinars covering a wide variety of topics.

Let **HMAIS** put the full power of knowledge behind you, so you can move forward with confidence.







Better ways  
to tackle  
the biggest  
challenges.

## WHO WE HELP

No matter where you are in the publicly funded healthcare space, we've been there. Members of our consulting team spent years leading organizations across sectors of health and human services before coming to HMA.

We know the kind of problems you face. And we'll help you turn them into triumphs. Together, we can make healthcare and human services work better for payers, providers, patients, and you.

Working side by side with our clients,  
we support:

- » Health Systems
- » Health Plans
- » Federal, State, Local Governments
- » Healthcare Providers
- » Foundations
- » Investors and Investment Community
- » Associations
- » Community Based Organizations





# What can we do for you?

At HMA, every project,  
every initiative, and every  
success are part of a  
bigger goal: a healthier  
America for all.





Medicaid Roots.  
Expanded Capabilities.  
Strategic Solutions.



LEAVITT  
PARTNERS  
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An HMA Company

BURNS & ASSOCIATES  
A DIVISION OF HEALTH MANAGEMENT ASSOCIATES

EDRINGTON  
HEALTH CONSULTING  
An HMA Company

THE MORAN COMPANY  
An HMA Company

STATE OF REFORM  
A DIVISION OF HEALTH MANAGEMENT ASSOCIATES



Tackling healthcare's  
toughest challenges  
with industry-leading  
policy expertise and  
clinical know-how.



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