

# Realize Your Power to Create Impact in Medicaid. *It matters.*

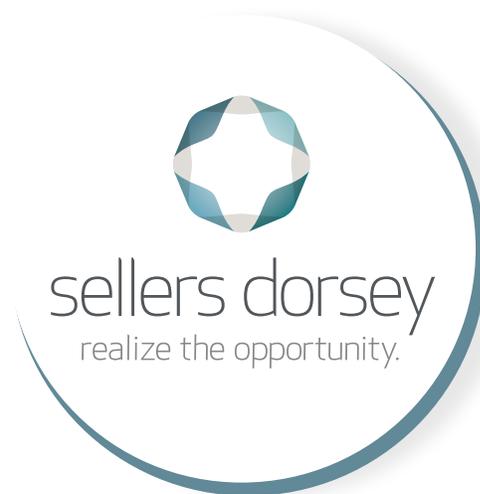
## **Evolving priorities. Urgent health care issues. Critical budget concerns.**

With our Medicaid leaders beside you, addressing challenges builds strength to fulfill purpose.

Our experts are former Medicaid Directors, managed care executives, and health system leaders from across the country, so we know what it takes for public, private, and community partners in Medicaid to pursue shared goals and their own unique missions simultaneously.

As consultants, these health care leaders help clients blaze pathways to sustainable solutions to obtain and leverage resources while saving and supporting lives.

**Together we can move Medicaid forward to meet the challenges of today and realize the opportunities ahead.**



## **Our Shared Responsibilities**

Create sustainable, equitable, tailored health care systems

The COVID-19 public health emergency accelerated demand for expanded access and ways to address complex health-related social needs. We must work as a team to implement innovative approaches, achieve program efficiencies, and improve overall health care outcomes.

## **Our Opportunities**

Capture momentum to reach potential

With the right support, policy makers, payers, providers, vendors, and investors can keep positive change moving to fund and strengthen Medicaid programs, maximize the impact of technology and innovation, coordinate connected resources, and yes, support the bottom line as well.

## **Our Partnerships**

Together we'll turn challenges into opportunities and results

Our people are not just subject matter experts with great connections and years of experience running Medicaid programs and health plans - they're also doers who share your mission and roll up their sleeves to make sure your initiatives achieve impact.

## **Issues Moving Medicaid Forward Today**

Health disparities and impediments to health equity

Budget sustainability concerns

Social determinants of health that affect access, outcomes, and cost

Community health issues

Behavioral health integration

Role of technology in access to care

Complex care coordination

Policy implication of political priorities





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realize the opportunity.

The mission of Sellers Dorsey is to improve health care quality, equity, and access for vulnerable populations in the United States.

## Who We Serve

### Our Portfolio of Clients Includes



#### Managed Care Plans

Procurement preparation, proposal writing, policy research and analysis, stakeholder engagement, contract compliance, VBP design, legislative and government affairs support, capitation rate analysis.



#### LTSS Providers

MCO engagement support, VBP design, advancing Whole Person Care, policy research and analysis, legislative and government affairs support.



#### Foundations and Advocacy Organizations

Best practices research, policy research and analysis, white paper development, relationship support, stakeholder engagement, strategic advice for alignment with state and national priorities.



#### Private Equity Firms

Market intelligence and research, due diligence support, policy research and analysis.



#### States, Counties, and Other Public Entities

Program design and implementation, SPA/waiver and procurement development, delivery system reform, stakeholder engagement, technical assistance with state and federal regulations, policy research and analysis.



#### Acute Care Providers

Strategic planning for managed care, development of contracting and collection strategies, VBP and risk-sharing strategies, directed payment program design.



#### Solution Partners

Business development and sales support, market intelligence and analysis, policy research and analysis, proposal support.

Sellers Dorsey is tracking and assessing the large volume of information coming from the Administration, Congress, and state governments regarding Medicaid. Sellers Dorsey publishes these updates in a weekly newsletter. **Use this QR code to be added to our newsletter mailing list.**

