

Compliance and Advocacy in Today's Healthcare Environment



Over the last decade, the healthcare industry has undergone unprecedented change driven by legislative reform, executive action and judicial litigation. The Affordable Care Act (ACA) is just one example of broad policy change that, in effect, has transformed care models and standards with which hospitals, health systems and insurance providers must comply. When policy and regulatory changes occur within the healthcare industry, organizations involved in the industry's underlying business operations are substantially impacted.

The ACA's all-encompassing adjustments to the healthcare industry have highlighted the importance of mapping out and executing a government relations strategy for leaders in the healthcare industry seeking success and continued growth.

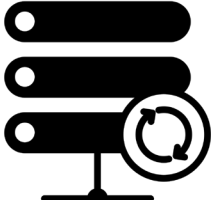
Effectively Navigating the Healthcare Industry

Building an effective legislative agenda and political presence requires a nuanced understanding of the relationships and political dynamics that influence the direction of policy within a particular political arena.

With decades of experience navigating healthcare policy and regulation at the local, state and federal levels, Michael Best Strategies' healthcare policy team has unrivaled healthcare policy expertise and experience, uniquely positioning us to help achieve our clients' strategic legislative and regulatory goals. Members of our team have served in key government positions at the federal and state levels. We have close, long-standing relationships at the highest echelons of the Trump Administration, within both houses of Congress, and with governors, Medicaid directors, and other key state policymakers across the country.

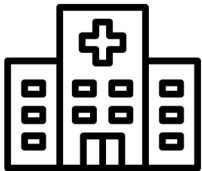
Our Services

Michael Best Strategies' policy experts carefully analyze health policy and provide strategic guidance on legislative and regulatory matters. We work with our clients to identify business development opportunities that enhance their operations and profitability, drive consumer value and improve health outcomes.



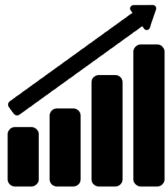
Michael Best Strategies' healthcare policy experts have represented key players across the healthcare industry, including:

- Providers and provider trade associations
- Pharmaceutical companies
- Employer health coalitions
- Insurers and health plans
- Hospital systems
- Pharmacy Benefit Management (PBM) companies
- Healthcare data collectors and distributors
- Health technology innovators



Supporting clients with interests in:

- Regulatory reform
- Medicaid transformation
- State financing of health and healthcare innovation
- Health policy monitoring and analysis
- Coalition and association development and management
- Relationship cultivation and elevation of client profile and influence
- Development of key messaging strategies
- Business modeling for health start-ups and tech innovators



Examples of Successful Outcomes

- Increasing reimbursement rates for Federally Qualified Health Centers
- Implementation of Medicaid delivery and payment initiatives
- Establishment of new rate methodology for licensed healthcare providers
- Successful navigation of a shortened rollout period for a Medicaid managed care organization
- Formation and management of a coalition of Pharmacy Benefit Management (PBM) companies
- Securing funding necessary for creating a state all-payer claims database (APCD) and creating a grant program to support organizations using its data
- Development of strategic messaging approach, communications and advocacy plan for a large hospital system
- Engagement of large health systems with state government and community partners to improve behavioral health access and outcomes

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