



sellers dorsey
realize the opportunity.



Sellers Dorsey is a national **healthcare consulting firm...**

We assist clients in navigating the ever-changing health care landscape. The firm was founded to fulfill an unmet need for expertise in the areas of publicly financed healthcare, to provide new opportunities for its clients' success, and to bring sustainability and reform to public health care. Since its founding, the firm has grown to become a well-respected national organization that has helped clients in over 30 states navigate the complex world of Medicaid, Medicare, and the Affordable Care Act.



...providing **thought leadership**
and expertise to clients
in the public and private sectors...

Sellers Dorsey's team ranges from former officials of the Centers for Medicare and Medicaid Services and the Office of Management and Budget, state Medicaid directors, and policy advisors to governors and elected officials. Others previously held titles of CEO, COO, and CFO of private and public hospitals, health systems, and health information technology organizations. This industry-leading team of consultants and thought leaders enables the firm to focus on three key areas:

- Reforming the financing, delivery, and payment of health care services
- Leveraging the Affordable Care Act
- Improving enterprise systems and business processes

...and helping our clients **navigate the ever-changing healthcare marketplace...**

Sellers Dorsey works with clients to craft strategies that are innovative, proven, resilient to market changes, and designed to capitalize on present and future opportunities.

We provide such services as:

- Medicaid waiver development and implementation
- Market analysis and business development strategy
- Medicaid financing and reimbursement solutions
- Public sector procurement strategies
- RFP proposal, analysis, and independent third party review
- Delivery system and payment reform policy development and implementation
- Health IT business process improvements, MMIS strategy, and MITA assessments



...from across the **health care spectrum.**

The firm's reputation is one of creativity, collaboration, and accomplishment. We are proud to work with our clients, including:

- States, counties, and other public entities
- Medicaid health plans and qualified health plans
- Hospitals and hospital systems
- Universities and academic medical centers
- Long term services and supports providers
- Behavioral health companies
- Pharmaceutical companies
- Health IT companies
- Advocacy organizations and foundations



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For more information and to explore how Sellers Dorsey can help you leverage your opportunities, contact us at info@sellersdorsey.com or 215.564.3014.

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