

WILKERSON STRATEGIES



Let's Get to Work!

Point of View

We help clients successfully plan and implement strategies that improve the health care system. We work with stakeholder groups to develop business requirements, develop business plans, gain internal support, and put the plans to work. Our point of view is that the best strategies are based on meeting customer needs through the provision of high-quality services. When you think like your customers, you are more likely to develop programs and services that are value additive and truly differentiate your organization. Differentiated services lead to stronger, more consistent revenue and profitability.

About Us

Wilkerson Strategies LLC is led by Scott Wilkerson. Scott has over 37 years of experience, serving in numerous executive roles in the provider and payor spaces. Scott's unique insights allow him to build successful, forward-looking strategies.

Scott has a proven ability to create an environment conducive to customer engagement, innovation and appropriate risk-taking while focusing on achieving corporate objectives. He has also developed and coached leaders with varied skill sets. Highlights of Scott's experience include:

- **Senior Executive** at a leading, independent children's hospital, where he had responsibility for a pediatric accountable care organization (ACO), network strategy and operations, hospital managed care contracting, and business development.
- **President and Chief Executive Officer** of a provider sponsored health insurance group serving commercial employers and the Medicaid population.
- **President and Chief Executive Officer** of a shared services organization, which provided administrative services and outsourced arrangements for a group of provider sponsored health plans.
- **Senior Manager** of an international accounting and consulting firm. He served clients across the health care industry, including integrated health systems, multi-specialty physician groups, and health plans.
- **Board Membership** on numerous boards, including serving as a gubernatorial appointee on a state workforce development board, and been a frequent speaker on a variety of topics.

Scott has built a successful **network of leaders** across the healthcare spectrum and other industries. These leaders can be brought in to support specific projects or we can provide referrals depending on the scope of the project. These colleagues have experience in all aspects of business, including project management, public relations, marketing, financial management, human resources, legal support, graphic design, and research methods.

To get started reach out to Scott: scott@wilkersonstrategies.com

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Areas of Practice

Strategic Planning

We help clients develop strategic plans that are user friendly and guide decision making for your organization. We use a modern and streamlined approach that is market focused to drive thoughtful development of goals, strategies, and tactics. We can also help to ensure that your plan cascades throughout your organization so that you can hit the ground running towards achieving your desired outcomes.

Value Based Care Programs

We help clients grow and manage valued based care programs across various stages of development. We have experience in board and committee workflow design, payor analysis and selection, pay for performance to full risk-sharing arrangements, quality measures selection and management, incentive distribution model development, training and education for stakeholders, and clinically integrated network partnerships.

Growth and Business Development

We help clients with network development strategies, identifying and working on potential acquisition projects, and working on strategic partnership development. We also help clients with structuring of outsourcing service arrangements, including software as a service, business process outsourcing or other partnerships.

Services

Comprehensive Planning

Let us lead your planning efforts. We can conduct market research, facilitate planning sessions, draft planning documents and support obtaining approval for the plan.

Project Support

We can provide support for specific projects, such as development of a joint venture, acquisition of an entity, evaluation of a current contract, or assessing a program.

Interim Support

We are ready to step into service as an interim executive, allowing your organization time to determine the right next steps while gaining fresh insights and fast-tracking improvements.

Board and Committee Appointments

We can serve on the board or a committee of your organization to provide insights that drive performance.

Speaking Engagements

We can speak with leaders in your organization about changes in the market, the need for change, and leadership principles.