

## Branch McNeal, CPA

### QUALIFICATIONS

As a Senior Partner, Branch is accountable for multiple Medicaid and Children's Health Insurance Program (CHIP) engagements. Clients rely on his extensive financial and executive management knowledge of Medicaid and CHIP.

### EXPERIENCE

Before joining Mercer in 2002, Branch was with Arizona's Medicaid program for more than 10 years and was an auditor with KPMG before that.

As deputy director of a Medicaid agency, he was responsible for activities, such as procurement of and monitoring and oversight of full-risk managed care contracts, including the state's behavioral health carve-out program, capitation rate and fee-for-service rate development (including financial analysis of encounter and financial statement data used in capitation rate development), clinical policy development, quality management activities, member eligibility and program integrity (fraud, waste and abuse).

Branch has worked extensively with the Centers for Medicare and Medicaid Services (CMS) throughout the years. Branch's client work with Mercer has included:

- Client leader for California's Department of Health Care Services, Medi-Cal program — Mercer provides a wide range of actuarial and financial analysis and related support to the Medi-Cal managed care program, including the development and certification of capitation rates for their Medi-Cal managed care programs and risk adjustment analyses and application. This includes capitation rates for virtually all Medicaid/CHIP population types (that is, child, adult, aged, blind and disabled/seniors and persons with disabilities, dual eligible members, Medicaid Expansion population, long-term care/home- and community-based services members, Program for All-Inclusive Care for the Elderly enrolled members and other specialty populations). Mercer also provides Policy and Pharmacy support for the Medi-Cal program, as well as encounter monitoring and improvement related assistance. Branch and other team members also regularly present to contracted health plans, providers and CMS on behalf of Medi-Cal.
- Client leader for Arizona's Medicaid program, Arizona Health Care Cost Containment System — Mercer has done a variety of policy, operational and clinical projects for Arizona over the past few years. These projects have included; Procurement assistance, as well as policy and contract review

### Branch McNeal, CPA

*Senior Partner*

### EDUCATION

*Bachelor's in Business Administration  
University of Arizona*

### PROFESSIONAL EXPERIENCE

*25+ years of experience*

### CORE COMPETENCIES

*Program design*

*Program monitoring and oversight*

*Negotiation assistance*

*Capitation rate development*

*Financial analysis*

*Strategy development*

*Procurement*

*Encounter reporting*

*Stakeholder facilitation*

*Long-term services and supports*

*Operations*

*Leadership*

### AFFILIATIONS

*Certified Public Accountant*

*Member of Healthcare Financial  
Management Association, Arizona  
Chapter (former board member)*

and revision, network sufficiency analyses/studies, clinical assessment of care delivery for specialty populations, pharmacy program assessment and assistance in obtaining grant funding from CMS.

- Branch served as the client leader for the California Managed Risk Medical Insurance Board (MRMIB), the agency responsible for California's CHIP program before the CHIP program was rolled into Medi-Cal — Mercer provided a wide range of actuarial and financial analysis and related support for MRMIB.
- Client leader for the CMS/Medicare — Mercer assisted CMS in the actuarial review and audit of MA and PDP bids for 10 years.
- Branch also lead Mercer's government group nationally for six years, overseeing all operations and strategic development.