

**MERCER GOVERNMENT
HUMAN SERVICES
CONSULTING**



Health Care Policy Consulting

For over 34 years, we have worked with 45 US states and territories. We bring the right mix of battle-tested experts and multi-disciplinary practitioners to the table to shape real-world solutions and face the toughest issues.



State and local governments face numerous challenges as they provide innovative, cost-effective, high-quality health care, particularly within a rapidly changing regulatory health care environment. States are responding to the changes brought by the Patient Protection and Affordable Care Act (ACA), but are also leading the way in program innovation.

Mercer Government Human Services Consulting provides expert consulting assistance and creativity to help state clients design and implement innovative, efficient, and comprehensive solutions.

Mercer team members bring vast policy and operational experience, including leadership at the state and federal levels, and understand the barriers and opportunities faced by those involved in systemic change. Mercer has extensive experience in the design, implementation, and operation of many state Medicaid and integrated programs, including those related to behavioral health, pharmacy, clinical, and long-term services and supports. We have helped states successfully build programs within managed care and other service delivery models and

have assisted them in their efforts to plan strategically and gain input from key stakeholders. With a cadre of former federal and state officials, Mercer brings unparalleled knowledge of rules and policy-making from the national level, providing invaluable content and context for our clients.

This level of expertise is bolstered significantly through the additional resources Mercer brings to the table, including individuals with expertise in actuarial, clinical, behavioral health, pharmacy, and information planning.

We combine high-level strategic consulting with practical solutions to help states transform and manage their Medicaid and Children’s Health Insurance Programs.



Our capabilities and experience include:

- Strategic planning (program design and federal authorities).
- Medicaid program comprehensive design and redesign, including waiver development.
- Negotiation strategy with state and federal agencies.
- Procurement assistance.
- Policy and procedure development.
- Medicaid managed care and actuarial analysis.
- Behavioral health program redesign.
- Home- and community-based services program design.
- Payment reform models, including Accountable Care.
- Organizations and shared savings.
- Programs and demonstrations to serve dual eligibles.
- Emerging models for long-term services and supports.
- State operations, including developing workflows, informational notices to providers, reporting templates, and program evaluations.
- Reviews of state and health plan readiness with new program implementation.
- ACA options and implementation (health care reform strategy).

Mercer has specialized expertise in policy guidance on Medicaid-specific issues such as:

- Federal funding mechanisms.
- Health care reform provisions.
- Health insurance exchange planning.
- Managed care contracting.
- Behavioral health.
- Long-term services and support (community and institutional).
- Pharmacy.
- Regulatory issues.
- Federally Qualified Health Centers
- Medicaid eligibility.
- Provider tax issues.
- Independent assessments.
- Stakeholder meetings and focus groups.
- Family planning.

We help ready our clients for what's next: the next policy, the next budget, the next administration, the next opportunity.

We deliver an individualized focus, powered by industry-leading experience, integrated capabilities and passionate people. We help clients achieve better outcomes, develop and deploy defensible strategies, and reshape the delivery of health care.

Offices in Atlanta, Minneapolis, Phoenix and Washington, DC
Contact us at (612) 642 8889
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