The Lewin Group

Information Session:

Johns Hopkins School of Public Health

February 1, 2012
Agenda

About the Firm

- Example Work at Lewin
- Current Job Opportunities
- Question and Answer
Who We Are

The Lewin Group is a national health care and human services consulting firm. We provide practical solutions for the real and pressing challenges within institutions, communities, and governments.

Proven History
Lewin has more than 40 years’ experience finding answers and solving problems for leading organizations in the public, nonprofit, and private sectors.

Real-world Experience
- Improve policy and expand knowledge of health care and human services
- Design, implement, and evaluate programs to enhance delivery and financing of services
- Optimize performance, quality, coverage, and health outcomes
- Create strategies for institutions, communities, governments, and people to make health care and human services systems more effective

Objective Viewpoint
Lewin is committed to independence and integrity in our work. We combine professional expertise with extensive knowledge and a rigorous approach to analyzing and solving problems.
Our Staff

The Lewin Group employs more than 140 people drawn from industry, government, academia, and the health professions. Many are national authorities whose strategies for health and human services systems improvements come from their personal experience with imperatives for change.

“The Lewin Group is ‘the gold standard of health policy analysis...’”

Areas of Expertise

The Lewin Group has extensive experience performing research and analysis to address pressing community needs. We specialize in:

- Aging and Disability
- Children, Youth, and Family Policy
- Chronic Disease/Cost of Illness
- Community Health Needs Assessment
- Comparative Effectiveness Research
- Emergency Preparedness and Response
- Employment, Training, and Workforce Development
- Evidence-Based Medicine/Health Technology Assessment
- Head Start
- Health Care Reform
- Health Professionals Workforce
- Income Security
- Medicaid and CHIP
- Medicare
- Mental Health and Substance Abuse
- Program Integrity
Our Clients

The Lewin Group has delivered objective analyses and strategic counsel to prominent public agencies, nonprofit organizations, industry associations, and private companies across the United States for more than 40 years.

Clients

Due to our breadth and depth of experience and analytic expertise, we offer detailed understanding of the competitive marketplace and consulting services for a broad client base including:

- Federal Government
- State and Local Governments
- Hospitals, Health Systems, and Providers
- Payers/Insurers
- Associations
- Foundations
- Medical Technology
- Pharma/Bio/Devices

The following slides illustrate a few of The Lewin Group’s clients in these markets.
Federal Government Clients
Clients are state/local agencies that oversee:

- Medicaid, health, mental health, aging, HIV/AIDS, welfare and insurance

Also work directly for state legislatures, commissions

Red represents states with which Lewin has worked since 2000.
Foundations

Robert Wood Johnson Foundation

The Duke Endowment

CDC Foundation

The California Endowment

California HealthCare Foundation

The Commonwealth Fund

Associations

AdvaMed

PhRMA

American Diabetes Association

NACHRI

AMA
## Hospital and Health Systems

### Public Hospital Systems:
- **Memorial Healthcare System**
  - S. Broward County (Florida)
- **University Medical Center (UMC)**
  - Clark County (Las Vegas)
- **Wishard**
  - Marion County (Indiana)

### Community Hospitals and Systems:
- **Canton-Potsdam Hospital**
- **Charles Cole Memorial Hospital**

### For-profit Systems:
- **HealthSouth**
- **MedCath**

### Academic Medical Centers:
- **University of Colorado Hospital**
  - Anschutz Medical Campus
- **Miller School of Medicine**
  - University of Miami
Payers

AmeriChoice

Chartered Health Plan
20 Years of Caring

HSC Health Care System

WellCare

L.A. Care

Neighborhood Health Plan of Rhode Island
Ownership

The Lewin Group is an OptumInsight Company. OptumInsight, a wholly-owned subsidiary of UnitedHealth Group, was founded in 1996 to develop, acquire and integrate the world’s best-in-class health care information technology capabilities.

Lewin operates with **editorial independence** and provides its clients with the very best expert and impartial health care and human services policy research and consulting services.

Our core values:

- objectivity
- analytical innovation
- dedication to client satisfaction

See [www.lewin.com/integrity](http://www.lewin.com/integrity) for more information.
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Example Project: Federal Health

Health Services Delivery (HSD) Table Review

<table>
<thead>
<tr>
<th>Client:</th>
<th>Centers for Medicare &amp; Medicaid Services</th>
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<tbody>
<tr>
<td>Description:</td>
<td>Since 2008, Lewin has worked with CMS on a variety of tasks involving the Medicare Advantage program. A major component of the HSD project was to design (and now continuously re-evaluate) the network criteria that MA applicants must meet in order to offer a MA product in a given service area. For example, an MA plan in Baltimore County must include in its network at least 4 cardiologists, all of which must be within 20 miles of beneficiaries. For this task, Lewin initially completed an environmental scan as well as supply/demand modeling to determine appropriate ratios of providers to beneficiaries. Annually, Lewin re-evaluates the criteria to determine if adjustments are necessary.</td>
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### Example Project: Comparative Effectiveness Research

**Comparative Effectiveness Research Inventory**

<table>
<thead>
<tr>
<th><strong>Client:</strong></th>
<th>Office of the Assistant Secretary for Planning and Evaluation</th>
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<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Lewin began working with ASPE in 2010 to design and implement a system for the categorization and cataloguing of CER activities through a web-based tool for inventorying Federal and non-Federal CER outputs and activity. The primary objective was to accurately and comprehensively inventory Federal and non-Federal CER activities (within both for-profit and not-for-profit organization) utilizing the definition for CER adopted by the Federal Coordinating Council for Comparative Effectiveness Research (FCCCER). The inventory is designed to function as a “living”, public document that is accessible to the public and usable by all CER stakeholders, including but not limited to patients, providers, researchers, and policymakers.</td>
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# Example Project: States and Payers

## West Virginia Medicaid Managed Care Administration

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<th>Client:</th>
<th>West Virginia Department of Health and Human Resources</th>
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<td>Description:</td>
<td>The Lewin Group has assisted the Bureau for Medical Services in the development and implementation of Mountain Health Trust since the program’s inception in 1995. Lewin is responsible for calculating managed care capitation rates for participating plans for each annual rate period and updating the MCO contract each year as needed. Lewin assists with preparation of the 1915(b) waiver renewal application and supports Bureau staff in responding to written questions from CMS. Lewin also assists the Bureau in reviewing various options for program expansion based on the current status of the program as well as the West Virginia managed care market and state priorities, and in implementing the program expansion based upon the selection of options. Other tasks include surveying beneficiaries and preparing quarterly “dashboard” performance monitoring reports.</td>
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# Example Project: Federal Human Services

## Head Start Monitoring Support

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<th><strong>Client:</strong></th>
<th>Danya International Inc.; Administration for Children and Families</th>
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<tr>
<td><strong>Description:</strong></td>
<td>Since 2004, Lewin has provided comprehensive strategic and operational support services for the Office of Head Start (OHS), with a focus on strengthening Head Start monitoring, collecting and analyzing monitoring data, and leveraging data across OHS’ key systems. Lewin has worked with OHS to design and implement the tools and software used to support the monitoring of grantees, and has designed and implemented studies to assess the reliability and validity of various components of the monitoring system. Our work includes providing extensive in-person and web-based training for Federal staff and review team members on the monitoring process. Our team provides expertise directly to senior leadership within OHS to examine fiscal operations and facilities and Federal interest issues and to inform policy within these areas.</td>
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# Example Project: Center for Aging and Disability Policy and Research

## Administration on Aging Long Term Care Technical Assistance

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<th><strong>Client:</strong></th>
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<td><strong>Description:</strong></td>
<td>Since 2003, Lewin has provided expert consultation, policy guidance and program development assistance to the Administration on Aging. Lewin assists AoA in designing and implementing new programs as well as AoA’s state and local grantees in designing, implementing and refining strategies to integrate and streamline access to health and long-term care services for older adults and people with disabilities, to improve care coordination for people with chronic conditions, and to target people at high risk of institutional placement and Medicaid spend-down with participant directed long-term supports and services. As part of this contract, we advise AoA on performance measurement and program reporting requirements with regard to all the demonstration initiatives they administer.</td>
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Predictive Modeling and Optimization

Client: Department of Veterans Affairs

Description: For the Office of the Actuary (OACT) in Policy and Planning (OPP) in the Department of Veterans Affairs, Lewin was contracted to develop models that predict the demand for services across the VA to assist in the strategic planning process and reduce the risk of misaligned capacity and subsequent poor service to veterans accessing VA healthcare. The goal of this project is to provide OACT and OPP an improved capability to analyze VA programs and to facilitate a strategic process to plan for capital investments. In doing so, Lewin has analyzed VA’s healthcare enrollees, users, and utilization; identified the key drivers; developed sensitivity analysis of future demand under alternative assumptions of the key drivers or policy changes; and developed benchmarks for VA health care services with non-VA health care providers.
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Senior Research Analyst

Key responsibilities

- Performing quantitative and qualitative data analysis
- Conducting literature reviews
- Preparing information for client on-site visits and calls
- Scheduling and coordinating projects
- Contributing to reports and proposals
- Assisting with business development

Qualifications

- An interest in the health care or human services fields
- Bachelor's degree with coursework in health care policy, human services, economics and/or management
- Excellent academic record
- MS Office proficiency
- Excellent written and oral communication skills
- Ability to work in a fast-paced team environment
- Statistical and quantitative analysis experience and software familiarity a plus
- Experience working in the health care or human services fields desirable
Research Consultant

Key responsibilities

- Perform a variety of research and consulting-related tasks, including review and analysis of data
- Apply sound quantitative and/or qualitative analysis techniques / methods
- Draft reports and memos
- Independently work on complex assignments
- Provide training and guidance to less experienced staff and assist with day-to-day management of project tasks and budgets
- Review the work of others
- Manage time effectively across multiple projects, with several managers and competing priorities

Qualifications

- An interest in the health care or human services fields, as evidenced by experience working in the health care or human services industries (e.g., hospital internship, health related non-profit/state agency, or related coursework)
- Master’s degree with 0-3 years of related experience or Bachelor’s degree with a minimum of 3 years related experience
- Intermediate to advanced MS Office skills (especially Word, Excel, and Power Point)
- Strong oral and written communication skills
- Aptitude for interpreting data outputs and articulating findings to managers
- Knowledge of SAS or other statistical software and experience analyzing data is a plus
Consultant

Key responsibilities

- Direct less experienced staff by teaching new skills, sharing technical knowledge, and guiding staff through to successful task completion.

- Identify, structure, and implement qualitative and/or quantitative procedures for analyzing information of increasing complexity. This includes critically evaluating all relevant data sources, identify the strengths and weaknesses in each, and make recommendations based on data.

- Produce and effectively organization of the content and format of reports/analyses.

- Undertake and successfully manage medium to large project tasks, including oversight of quality, schedule, and hours budgets.

Qualifications

- Strong oral and written communication skills

- Master’s degree and 2-5 years of related experience or Doctorate degree and 0-3 years of related experience

- Demonstrated ability to lead / manage

- Strong analytic skills

- Intermediate MS Excel

- Knowledge of SAS or other statistical software and experience analyzing large data sets a plus
Applying

- Go to http://www.lewin.com/

- Select “Careers” from the upper right-hand portion of the screen

- Go to “View and apply for opportunities” at the bottom of the screen
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Questions