The Lewin Group

Information Session

The Johns Hopkins Bloomberg School of Public Health

October 9, 2013
# 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 nearly 200 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.

Our staff are organized into five teams:

- Center for Aging and Disability Policy and Research
- Center for Comparative Effectiveness Research
- Federal Health and Human Services
- Federal National Security and Emergency Preparedness
- States and Payers
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
- 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

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

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

Centers for Medicare & Medicaid Services
National Institute of Child Health & Human Development
Homeland Security
Centers for Disease Control and Prevention
National Institutes of Health
SAMHSA
National Heart, Lung, and Blood Institute
Health Resources and Services Administration
Administration for Children & Families
Agency for Healthcare Research and Quality
Clients are state/local agencies that oversee:

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

Also work directly for state legislatures, commissions
Hospital and Health Systems

- **Public Hospital Systems:**
  - S. Broward County, FL
  - Clark County (Las Vegas)
  - Marion County (Indiana)

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

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

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

- AmeriChoice
- Chartered Health Plan
- 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: Center for Aging and Disability Policy and Research

### Community- Based Care Transitions Program

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<thead>
<tr>
<th>Client:</th>
<th>Centers for Medicare &amp; Medicaid Services (CMS)</th>
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<tbody>
<tr>
<td>Description:</td>
<td>The Lewin Group and its partners have developed an action Learning Collaborative to support organizations participating in the Community-Based Care Transitions Program (CCTP). The CCTP seeks to improve the transition from hospital to community and reduce the number of avoidable re-hospitalizations. The Lewin Group designed and is running an action learning collaborative to facilitate the rapid identification, spread and adoption of best practices in care transitions among communities participating in the CCTP. The Lewin team has also developed a methodology for identifying top performers among the collaborative participants, led site visits to top performing sites to understand their best practices, synthesized best practices into a change package, and planned a series of high-energy and high-impact virtual and in-person events where sites can learn from each other about effective strategies to improve care transitions and reduce unnecessary readmissions.</td>
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Example Project: Center for Comparative Effectiveness Research

VA/DoD Evidence-Based Clinical Practice Guidelines Program

**Client:** Veterans Health Administration / Department of Defense

**Description:** The Lewin Group and its subcontractors, ECRI and Duty First Consulting, are assisting VHA and DoD develop and implement evidence-based Clinical Practice Guidelines (CPGs) to 1) reduce inappropriate variations and errors in care; 2) ensure the safety of care; and 3) promote accountability to the optimum standard of care based on the most current state of scientific knowledge. By providing access to up-to-date clinical evidence, these guidelines, in combination with health care providers’ clinical judgments, support more effective, and higher quality care. In addition, our team is identifying and tracking emerging health care technologies and other interventions that could signal important changes to patient care, health outcomes, and the U.S. health care system.
Example Project: Federal Health and Human Services

Health Services Delivery (HSD)

Client: Centers for Medicare & Medicaid Services (CMS)

Description: Since 2008, Lewin has provided support to the CMS Division of Medicare Advantage Operations. One of the tasks on this project was the development of time, distance, and minimum number criteria for Medicare Advantage (MA) plan provider networks. For this task, we applied a supply and demand model, evaluated claims data and available literature, and engaged major stakeholders to develop appropriate criteria. As an example, an MA plan applying in Cook County, IL must include in its network at least 13 cardiologists, and these cardiologists must be within 10 driving miles and 20 driving minutes of 90% of Medicare beneficiaries in Cook County.

Annually, we support CMS in the re-evaluation of these criteria, including tasks such as analyzing application data, reviewing literature, and interviewing health plans.
Example Project: Federal Health and Human Services

Head Start Monitoring Support

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<th>Client:</th>
<th>Danya International Inc.; Administration for Children and Families</th>
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<td>Description:</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: Federal National Security and Emergency Preparedness

Factors Influencing Community Recovery Attributable to Public and Mental Health Systems

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<th>Client:</th>
<th>Department of Health and Human Services (HHS)</th>
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<td>Description:</td>
<td>The Lewin Group will identify characteristics associated with county public and mental health systems exhibiting quicker recovery and high levels of resiliency after a disaster. Lewin will use a multifaceted approach that draws from evidence-based research and includes the collection of primary data (i.e., interviews and focus groups) and secondary data (i.e. insurance claims and population survey-based data) in order to identify counties with high levels of community resiliency defined as those counties with a shorter duration of time needed to return to pre-disaster wellness levels. The second component of our approach involves an economic benefit-cost analysis in order to maximize the return of investment (ROI) of limited preparedness resources. The study population will be a sub-sample of counties in New York and New Jersey which a major disaster was declared due to Hurricane Irene.</td>
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# Example Project: States and Payers

## The Payment Error Rate Measurement Program

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<th>Division of Error Rate Measurement, Centers for Medicare &amp; Medicaid Services (CMS)</th>
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<td><strong>Description:</strong></td>
<td>Given the high susceptibility of Medicaid and the Children’s Health Insurance Program to significant amounts of improper payments, Lewin worked with CMS to design the Payment Error Rate Measurement (PERM) Program and has been involved in six cycles of the program since implementation. The program is used to determine whether payments made using Medicaid and CHIP federal and state dollars are accurate and to produce a national-level payment error rate. Currently, Lewin works as the Statistical Contractor providing technical assistance to states in understanding and implementing PERM, collecting Medicaid and CHIP fee-for-service and managed care claims, identifying sample sizes needed to determine error rates, sampling claims, and calculating error rates.</td>
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Senior Research Analyst

Key responsibilities

- Perform quantitative and qualitative data analysis
- Conduct literature reviews
- Prepare information for client on-site visits and calls
- Schedule and coordinate projects
- Contribute to reports and proposals
- Assist 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, identifying the strengths and weaknesses in each, and making recommendations based on data.

- Produce and effectively organize 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


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

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