



# Crestline Advisors

business consulting strategies • healthcare solutions

Collaborating with leading health plans, state Medicaid agencies, and provider organizations to offer tailored services, customer-focused support, and expert consultation for your business development needs.

## Company Background

Established in 2013 and registered in Arizona, Crestline Advisors, LLC (Crestline) offers a broad range of health care management and business development consulting services. Crestline specializes in health plan operations, particularly in Medicaid, Medicare, and specialty health managed care programs and services. We help our clients to **distinguish themselves through the development and implementation of strategic, compelling, and compliant services** designed to meet the needs of public-sector and commercial payors.

Crestline is SOC 2 Type II certified, a demonstration of our commitment to the security of confidential business information. We can work directly within our clients' systems or engage Crestline's secure Citrix ShareFile site for project management.

## Areas of Expertise

**Proposal response development:** Drawing upon our **in-depth experience as licensed clinicians, provider network managers, regulatory experts, data analysts, and proposal development professionals**, Crestline's team of seasoned professionals supports the development of competitive, compelling solutions and serves as subject matter experts to our clients. Unlike other healthcare consulting firms, Crestline does not recruit its consultants using LinkedIn or similar sites. Instead, we work with a carefully vetted, core group of veteran colleagues.

- Crestline's proposal response development team have collaborated on proposal work with nine national, Fortune 500 health plans to-date. Crestline has prepared responses to Requests for Proposals (RFPs) and Requests for Information (RFIs) for Medicaid managed care organizations (MCOs) in **25 states**.
- Since January 2015, Crestline's proposal development team has contributed winning bids in **over 80% of proposal for our health plan partners. This includes proposals for a wide range of Medicaid lines of business**, including TANF/CHIP, behavioral health and crisis services, managed long term services and supports, members with intellectual/developmental disability, and children and youth in foster care.

**MCO network management and operations:** Based on our extensive health care management consulting experience, Crestline's team is prepared to support MCOs':

- Cross-functional assessment and analysis
- Creation and distribution of Member and Provider communication materials
- Development of operational tools and supports
- Implementation management
- MCO Compliance and corrective actions
- Provider contracting, credentialing and training
- Provider management and value-based purchasing strategies
- Website content management processes

**Additional areas of expertise:** In addition, our team of seasoned consultants is prepared to assist our clients with a wide range of health care management needs including medical and quality management program development, NCQA/URAC accreditation, financial analysis, fraud, waste, and abuse auditing, and strategic planning.

## Our Team

The Crestline team of experienced consultants includes senior-level professionals with extensive work experience as:

- Former state regulators
- Finance officers
- Health care compliance experts
- Licensed physical and behavioral health clinicians
- Managed care organization executives
- Program evaluators and data analysts
- Professional certified coders
- Project managers
- Utilization management and care management clinicians



## **Pricing**

Crestline is flexible in the development of pricing models and is happy to discuss options that meet our clients' needs.

Based on the consulting Scope of Work, we collaborate to incorporate mutually beneficial **Service Level Agreements** into our consulting contracts, ensuring Crestline's commitment to our client's success.

## **References and Consultant Bios Available Upon Request**

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