

Healthcare Tech OUTLOOK

HEALTHCARE TECHNOLOGY KNOWLEDGE NETWORK

AUGUST - 2020

HEALTHCARETECHOUTLOOK.COM



Healthcare Tech
OUTLOOK

Crestline Advisors



Healthcare Tech
OUTLOOK

*The annual listing of 10 companies that are at the forefront of providing
Healthcare consulting services and impacting the industry*

Crestline Advisors

Tailored Health Care Consulting Services for Assured Business Development

Not all people need the same level of healthcare services to achieve a happy and healthy life. Some populations are considered to have specialty health care needs. With the recent push to integrate physical and behavioral health care with other specialty services to address the whole-person needs of individuals in specialty populations (e.g., children

often need support to develop their businesses. Often, consulting firms who cater to these organizations lack the expertise to support them in this specialized segment of the healthcare market and overcome the challenges faced. With consultants having combined 200+ years of experience, Crestline Advisors helps leading health plans, state Medicaid agencies, and provider organizations

Mechlinski observes that the publicly-funded healthcare space is highly regulated, and provider organizations often find it challenging to capture the regulatory requirements. Whether it's related to documentation or licensing and accreditation, Crestline supports the clients to improve policies and procedures as well as manage billing so that they are compliant with state



in foster care, the aged, blind, and disabled population, people requiring long-term services and supports due to functional limitations, people with severe mental illness, or those with behavioral health conditions), health plans and provider organizations

to operate successfully and expand their business in the field. “We specialize in Medicaid, Medicare, and specialty health managed care programs and services,” says Timothy Mechlinski, Chief Advisor at Crestline Advisors.

and federal regulations. Further, provider agencies and health plans sometimes lack the expertise to develop a line of business either by expanding their geographic scope or service offerings. Leveraging a deep understanding of the current

healthcare environment, Crestline provides effective strategies to assist their clients to achieve their business development objectives.

Crestline offers organizational and functional assessment services that help clients understand their strengths, weaknesses, opportunities, and threats relative to the market and the competition. The company's proven approach to employing a range of key assessment practices helps clients achieve their goals that positively impact on-going and future business success. Further, Crestline provides market analysis to evaluate the economic environment and likely competitors. Based on competitive intelligence, the company provides process and product development recommendations and specific implementation protocols to surpass competitors and increase market share. Crestline is also experienced in helping clients expand through mergers and acquisitions by assisting in complex contract development and merger processes. The company has a successful Request for Proposal (RFP) wing that supports health plans and provider agencies with the RFP readiness and response development required to win a business opportunity, including capture planning and technical writing.

Crestline begins a typical client engagement by conducting a brief phone-based conversation or video conference to understand the potential client's business needs and develop a customized proposal with estimated resources and costs associated for review. Once the client accepts the proposal or makes changes as required, the company delivers superior-quality services within the budgetary constraints and time frame. Crestline emphasizes nimbleness and flexibility within its leveraging its close-knit

team culture to make adjustments or course corrections during a project to make sure they assist clients to achieve their objectives. Further, Crestline is SOC 2 Type II certified, which is a demonstration of their commitment to the security of confidential business



Timothy Mechlinski



**We specialize
in Medicaid,
Medicare, and
specialty health
managed care
programs and
services**



information. The Crestline team can work directly within clients' systems or engage Crestline's secure file storage and transfer site for project management.

Crestline has a dedicated team of highly experienced and motivated consultants who have worked in various senior-level positions for years and understand the current

healthcare environment along with its competitive forces. Instead of hiring new talent through job ads and websites, the company brought onboard veteran consultants to provide customer-focused services and deliver exceptional results. This has helped Crestline support clients ranging from local not-for-profits to national managed care organizations, establishing their high-value consulting approach. Having handled over 50 major proposals and supporting businesses across over 20 states, the company has an impressive 82 percent win rate for proposal development network.

Illustrating the efficiency of the company's services, Mechlinski highlights an instance in which Crestline helped a nationally known health plan to develop a line of business in foster care. The company helped the health plan to develop a program description explaining the requirements for the expansion and the functions for providing services to the vulnerable population. Crestline has already assisted the client in three successful RFP projects for statewide Medicaid contracts to serve the foster care population and continue to provide implementation support.

Crestline has recently launched a new product for managed care organization network management and operations. The company is assisting clients in building their network of providers by managing contracting and credentialing processes, training providers, development of provider management and value-based purchasing strategies, and provider-focused website content management process. "We strive to provide the full gamut of services to assist clients to expand their business into new markets," concludes Mechlinski. **HT**