

Clifford Frank, MHSA

Clifford Frank specializes in advising healthcare provider organizations regarding direct-to-employer innovations, value-based contracting and reimbursement, and payer strategies and negotiations. Cliff has over 30 years of managed care executive leadership and consulting experience, working for payers, hospitals, IPAs, PHOs and Clinically Integrated Networks (CIN). His focus on reducing waste, enhancing quality, and creating clinical and financial alignment among providers and payers for the benefit of patient care is what sets him apart as an industry leader. In his previous roles, Cliff has served as CEO for several provider-sponsored risk-bearing entities including FirstCare Health Plans of Texas, Vermont Managed Care, and Shore Quality Partners. He was the vice president of managed care for St. Vincent's Health System and provides leadership to CIN's operating shared savings relationships with payers and Medicare. Today, Cliff routinely consults with leading hospital and health care systems across the U.S. on their managed care contracts, strategy, preparation for provider risk transfer, and innovative provider-payer partnerships. Co-author of *Physician Empowerment through Capitation* (Aspen, 2000), Cliff has published numerous articles on capitation mechanics, operations, and risk assessment. He is also a frequent speaker at conferences on population health including HIMSS, National Association of Managed Care Physicians, and the National Association of ACOs.