

Alignment Healthcare



Randall Fitzpatrick, Market CFO

Highly knowledgeable consulting actuary with fifteen years of experience. My main area of focus is Medicare, specifically Medicare Advantage. I successfully assist health plans bring to market competitive and profitable Medicare Advantage benefit designs to seniors through: Pricing, preparation, and certification of Medicare Advantage Part C and Part D Bids, Analysis of Medicare Advantage regulatory changes on payment rates and risk scores, and Support for risk score review and forecasting. I provide prescription creditable coverage and attestation support to employer groups and assist in Medicaid rate development and review to managed care organizations.



Alignment Health is redefining the business of health care by shifting the focus from payments to people. We've created a new model for health care delivery that cuts costs and improves lives by unraveling the inefficiencies of the current system to drive patients, providers and payers toward a common goal of wellness. Harnessing best practices from Medicare Advantage, our innovative data-management technology allows us to commit to caring for seniors and those who need it most: the chronically ill and frail. Alignment Healthcare provides partners and patients with customized care and service where they need it and when they need it, including clinical coordination, risk management and technology facilitation. Alignment Healthcare offers health plan options through Alignment Health Plan, and also partners with select health plans to help deliver better benefits at lower costs.

DEPARTMENT BREAKDOWN

WHAT ARE YOUR KEY DEPARTMENTAL OBJECTIVES OVER THE NEXT 6 TO 12 MONTHS?

Membership growth and retention.

HOW MANY PEOPLE REPORT TO YOU (BOTH DIRECTLY AND INDIRECTLY)?

75

WHAT IS YOUR TOTAL BUDGET OVER THE NEXT 12 MONTHS PERIOD?

\$10 million

PROJECT INSIGHTS

PROJECT OR INITIATIVE DESCRIPTION

Streamlining workflows and optimizing lead management and telesales to gain improved visibility into acquisition costs, conversion efficiency, and member lifetime value, as well as eligibility and enrollment processes.

WHAT 3RD PARTIES ARE YOU HOPING TO MEET WITH?

MA supplemental benefit partners

WHAT IS YOUR TIMELINE FOR IMPLEMENTATION?

6 months

WHAT IS YOUR BUDGET FOR THIS PROJECT?

\$5-10 million

What technology/services are of strategic importance to you in the next 12 months?

Please indicate level of need/importance below.

We realize everyone has priorities, so we asked the delegates theirs. This is so that we can create a more personalized experience for all our attendees.

Implementing integrated financial management systems for real-time premium billing and reconciliation	A
Leveraging advanced analytics for cost optimization and contract modeling	E
Automating claims processing to increase auto-adjudication rates and reduce manual intervention	D
Deploying predictive modeling tools for risk assessment and high-cost claimant identification	B
Integrating value-based care payment models into financial systems	C
Utilizing fraud, waste, and abuse detection platforms to minimize financial losses	B
Adopting cloud-based claims administration solutions for scalability and flexibility	E
Enhancing interoperability between financial, claims, and member management systems	D
Implementing real-time financial and operational dashboards for decision support	A
Strengthening regulatory compliance with automated audit and reporting tools	C
Leveraging mobile and portal technologies for improved stakeholder engagement	E
Utilizing AI and machine learning for anomaly detection in claims and payments	B
Centralizing data from disparate systems for unified analytics and reporting	C
Investing in cybersecurity to protect sensitive financial and member data	D
Deploying business intelligence tools for scenario modeling and forecasting	A
Integrating digital engagement tools to improve member transparency and satisfaction	B
Adopting SaaS and BPaaS models to reduce IT overhead and enable rapid scaling	C