

ANDREW SMITHSON

Value-Based Care Executive | Medical Economics, Finance & Strategy | Healthcare & Health-Tech
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PROFESSIONAL SUMMARY

Healthcare executive and value-based care strategist with 15+ years across payor, provider, and technology roles. Track record of negotiating multimillion-dollar payor and provider contracts across fee-for-service, risk, and specialty arrangements; building financial and analytics infrastructure; and leading provider organizations through value-based care transformations. Proven to thrive in established health systems, health plans, and early-stage health-technology ventures, with a founder's bias for creating and a passion for transforming data into insights that improve patient outcomes.

Leadership philosophy: *A servant leader dedicated to developing people, aligning diverse stakeholders, and creating sustainable business improvement.*

CORE COMPETENCIES

Value-Based Care Strategy & Operations | Medical Economics | Payor & Provider Contracting
Medicare Risk Adjustment & Stars | Financial Modeling & P&L | ACO / MSSP / ACO REACH
Population Health Analytics | Provider Enablement | Change Management & M&A Integration

PROFESSIONAL EXPERIENCE

TRYNYTY health:enablement

Sep 2024 to Present

Founder

- Founded a value-based care technology and analytics venture; authored the business plan, strategic roadmap, and investor pitch deck for a platform that reduces provider administrative burden, strengthens data integrity, and improves patient outcomes.
- Built and launched the MSSP ACO Explorer, a public interactive analytics platform covering 12 years of Medicare Shared Savings Program data across more than 1,000 ACOs, demonstrating capabilities in healthcare data visualization, standardization, and population health insight (trynityhealth.com).
- Delivered client consulting engagements and early-stage fundraising outreach, including Python and Streamlit dashboard prototypes for MSSP ACO data, ACO LEAD model support, and value-based performance optimization.
- Published thought leadership on CMS risk adjustment policy, the appropriate use and limits of AI in healthcare, and barriers and solutions in value-based care delivery.

COPE Health Solutions

Apr 2021 to Aug 2024

Director, Managed Care & Financial Analytics Consulting

- Negotiated a guaranteed \$120M in incremental revenue over five years on a value-based contract for an Independent Physician Association (IPA) covering 30,000 patients.
- Built integrated financial models for Provider Sponsored Health Plans (PSHPs) and other clients, aligning strategy across multiple geographies and lines of business to advance client strategic and operational goals.
- Led the redesign of financial modeling tools, migrating legacy Excel models to the proprietary ARC technology platform.
- Authored an early industry analysis of CMS's proposed risk adjustment transition (v24 to v28) that surfaced provider and payor risks and opportunities and prompted broad industry discussion.
- Directed multiple concurrent high-value engagements, including PSHP expansion strategies and interim finance leadership for a provider client:

Great Lakes Integrated Network

Feb 2022 to Mar 2023

Vice President, Finance (Interim)

- Led a financial turnaround that converted a \$2M annual loss into an \$8M surplus through renegotiated payor contracts and operational restructuring.

- Conducted a comprehensive readiness assessment and restructured the Management Services Organization (MSO) to support value-based arrangements, streamlining processes and operational efficiency.
- Developed a three-year payor contracting roadmap and secured an ACO REACH award through a competitive application process.
- Directed due diligence and reorganization and chaired the Board Finance Subcommittee across multiple simultaneous initiatives.

Athletico, Ltd.

Aug 2020 to Apr 2021

Director, Managed Care

- Developed the strategy to shift physical therapy services toward concierge and value-based reimbursement models.
- Conducted market assessments and financial modeling to support M&A and de novo expansion strategies.

University of Chicago Medical Center

May 2018 to Aug 2020

Value-Based Payments Manager

- Implemented value-based arrangements, including a COPD bundled payment program that delivered measurable cost savings and improved patient outcomes.
- Drove performance improvements across joint replacement bundles, oncology care, the Medicare Shared Savings Program (MSSP), and Medicare Advantage risk contracts.
- Negotiated and managed value-based contracts aligned to system strategy across the university and the hospital.
- Built KPIs, a predictive risk model, and reporting that improved transparency and accountability across value-based programs.

Humana Inc.

Jul 2010 to May 2018

Progressive Roles in Provider Engagement, Contracting Finance & Analytics

Provider Engagement Manager, Chicago, IL (Aug 2016 to May 2018)

- Led Humana's Provider Simplicity initiative for the Illinois market, driving a 20% improvement in risk adjustment and a 4.5 Star rating through collaboration with internal teams and providers.
- Co-managed a \$2B P&L with the regional CFO and delivered \$400M in revenue growth.
- Created a risk adjustment reporting package to optimize clinical documentation for providers including Advocate Health Care, Oak Street Health, and ChenMed.

Network Contracting Finance Manager, Chicago, IL (Mar 2014 to Aug 2016)

- Modernized contracting finance processes, cutting monthly workload by more than 50% and enabling deeper insight into provider relations and performance.

Provider Analytics & Transparency Analyst, Louisville, KY (Apr 2012 to Mar 2014)

- Optimized provider networks using episodic groupers, generating cost savings through data-driven performance evaluation.
- Advanced Humana's value-based capabilities by developing analytics for Care Decision Insights, bundled payments, and narrow networks.
- Built a reporting tool that mitigated \$2B in potential sequestration liabilities across U.S. markets.

Customer Reporting Analyst, Louisville, KY (Jul 2010 to Apr 2012)

TECHNICAL PROFICIENCIES

- **Advanced:** SQL, Tableau, Power BI, Excel, and Microsoft Office
- **Working:** SAS and VBA; beginner Python for predictive modeling and workflow automation
- **Foundational:** web development for stakeholder-facing analytics platforms

EDUCATION

Murray State University

Murray, KY

Bachelor of Science in Business Administration, Finance, *cum laude*

Aug 2006 to May 2010

Three-year Captain, Track & Cross Country | Student Athlete Advisory Committee | Gamma Beta Phi Honor Society