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SELLERS DORSEY EXPANDS CALIFORNIA TEAM

Former Medicaid Director Toby Douglas Joins Firm as Senior Strategic Advisor

PHILADELPHIA, PA – Sellers Dorsey announced today that Toby Douglas has joined the firm as a Senior Strategic Advisor. Mr. Douglas most recently served as the Director of the California Department of Health Care Services where he oversaw a budget of \$91 billion and supported the financing and delivery of healthcare of more than 12 million Californians.

Douglas led the organization through significant growth when the state’s Medicaid program, known as Medi-Cal, added 3.5 million new members after enactment of the Affordable Care Act. Douglas also reformed delivery systems in the state, expanding managed care to every county and to new populations, including the elderly and individuals with disabilities and expanded mental health and substance use treatment services. He is credited with leading the state with implementation of the Medicaid components of the ACA and through the development and execution of the groundbreaking Bridge to Reform Waiver, an initiative that invested in the state’s healthcare delivery system and prepared the state for implementation of the Affordable Care Act. Part of that Waiver was the first of its kind Delivery System Reform Incentive Payment (DSRIP) program later modeled in other states. In addition to the Bridge to Reform waiver, he developed and negotiated several other groundbreaking waivers with the federal government.

“Toby is an excellent addition to our team. As a leader of the nation’s largest state Medicaid program, he was known as an innovator. He will bring this innovation, creative thinking, and experience to our clients in California and throughout the country,” said Martin D. Sellers, CEO of Sellers Dorsey.

As a Senior Strategic Advisor with the firm, Mr. Douglas will provide high-level strategic advice to clients in the areas of financing, waivers, and in the development and implementation of strategies to drive value in the healthcare system. He joins former Medicaid Directors Billy Millwee of Texas and Kip Piper of Wisconsin and several other former key state officials and industry leaders on the Sellers Dorsey team.

“I am excited about the opportunity to work with Sellers Dorsey and their clients. Their work to bring accountability and value into the healthcare system is well respected by both the private and public sectors,” said Toby Douglas.

About Sellers Dorsey

Sellers Dorsey consists of an industry-leading team of consultants and thought leaders from the worlds of policy, government, business, and industry, allowing the firm to provide a fully integrated suite of services to clients. Sellers Dorsey has a deep understanding of Medicaid, having consulted in over 30 states on a range of financing, policy and operational projects, and Medicare financing and policy. Its reputation is one of creativity and accomplishment. More at www.sellersdorsey.com.

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