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SELLERS DORSEY NAMES FORMER MEDICAID DIRECTOR DARIN GORDON AS STRATEGIC ADVISOR

PHILADELPHIA, PA – Sellers Dorsey announced today that Darin Gordon has partnered with the firm as a Senior Strategic Advisor. Mr. Gordon is the immediate past Medicaid Director in Tennessee, where he earned recognition for both his success and longevity in the role, having served for 10 years under governors from both political parties. By providing high-level strategic advice to Sellers Dorsey clients in the areas of Medicaid policy, financing, and operations, Mr. Gordon will expand the firm’s capacity and depth of experience in serving current and future clients of the firm.

As Director of TennCare, Tennessee’s Medicaid program, Gordon managed an \$11 billion health care enterprise that provided services to 1.5 million Tennesseans. Gordon has nearly 20 years of experience in public health care finance, policy, and operations and has served in three different administrations. Prior to beginning his term in 2006 as the longest-serving Director of TennCare, he held key executive management positions within the organization, including Director of Managed Care Programs and Chief Financial Officer.

Under Darin Gordon’s leadership, the TennCare program maintained the lowest cost trend in the program’s history and had some of the lowest cost trends in the entire country. Mr. Gordon oversaw significant improvements in the program’s quality measures including raising patient satisfaction scores to a record high of 95%. As a result, TennCare has been nationally recognized for a variety of innovations in managed care and payment and delivery system reform.

“Darin is not only very experienced and successful, he’s also a fantastic team player and colleague, so we are truly excited he is joining our team at this time,” said Martin Sellers, Founder and CEO of Sellers Dorsey. “I am delighted to have such an accomplished and well-respected former Medicaid Director partnering with our firm.”

Mr. Gordon is also a former President of the National Association of Medicaid Directors (NAMD) Board of Directors and one of the most respected leaders in Medicaid in the country. Darin joins several other NAMD alumni who are already part of the team of experts at Sellers Dorsey.

“I am delighted to have this opportunity to work with the team at Sellers Dorsey and their clients,” said Gordon. “The firm is known for doing challenging, important, and innovative work, and I look forward to the experience of working alongside the other members of the team there.”

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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