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SELLERS DORSEY ADDS TOM TRAYLOR, FORMER BOSTON MEDICAL CENTER VICE PRESIDENT, AS SENIOR STRATEGIC ADVISOR

PHILADELPHIA, PA – Sellers Dorsey announced today that Tom Traylor has joined the firm as a Senior Strategic Advisor. Mr. Traylor is the recent former Vice President for Federal, State and Local Programs at Boston Medical Center (BMC), where he spent 20 years ensuring and growing the hospital’s capability to serve vulnerable populations in Massachusetts. Traylor also founded and was Vice President of BMC’s HealthNet Plan, one of the largest Medicaid health plans in Massachusetts and one of the highest rated Medicaid plans in the country. In joining Sellers Dorsey, Mr. Traylor will utilize his vast knowledge of healthcare policy and financing mechanisms, as well as relationships with leaders of hospitals and health plans across the country, to help provider and payer organizations across the country further their missions to provide critical quality care.

“Sellers Dorsey is honored to welcome Tom into our firm, where he is known and so highly regarded by many of us who have had the pleasure of working with him as a client and collaborator,” said Martin Sellers, Founder and CEO of Sellers Dorsey. “Tom Traylor has a strong passion for creating access to health care and a long track record of success in doing so, and we are fortunate to have the opportunity to work with him now as part of our team.”

Mr. Traylor was instrumental in creating funding models and mechanisms to support coverage expansion and the ability of Boston Medical Center and other safety net hospitals to continue to provide quality care to low-income populations. Before joining BMC in 1996, Traylor spent 10 years as commissioner and CFO at the Boston Department of Health and Hospitals. He directly helped bring about Massachusetts’ first Medicaid 1115 Waiver to expand health coverage to underserved populations, which was the basis of the Commonwealth’s groundbreaking health reform that became law in 2006. He also served on Gov. Deval Patrick’s healthcare transition team. Mr. Traylor has served on the boards of America’s Essential Hospitals (AEH) and worked closely with the Association for Community Affiliated Plans (ACAP). He also served on the Executive Council of 340B Health.

“I have worked alongside Sellers Dorsey, and as a former client, I know the impact their work can have on the ability of safety net hospitals to access essential funds and fulfill their missions,” said Mr. Traylor. “As I step away from my many years of working within BMC, I can help similar hospitals and health plans realize the kinds of opportunities that exist with the support of Sellers Dorsey.”

Sellers Dorsey collaborated with Mr. Traylor when the firm served as the lead outside consultants to Massachusetts on its sweeping and nationally influential healthcare reform and coverage expansion program. Sellers Dorsey and Traylor also worked together on initiatives that have generated significant funding for BMC and other organizations. In his current role as Senior Strategic Advisor with Sellers Dorsey, Tom helps hospitals and health plans across the country so they may support their missions by finding and pursuing opportunities in the areas of Medicaid financing and policy.

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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