**Envision Healthcare Practice**

**Envision Strategy guides clients in all aspects of healthcare policy and advocacy at the state and federal levels of government combined with regulatory counsel and comprehensive grant writing services.**

**The landscape for representation in Washington has changed dramatically.** Witnessing this from the institutional view, as well as a seat in Congress, our team has prepared for this shift and offers the healthcare industry a real set of solutions rooted in their bottom lines, not talk. By creating fundamental understanding of the political, regulatory and federal funding processes, we partner with healthcare institutions to demystify Washington. With the capability to influence policy debate, provide innovative frameworks for institutions within the regulatory environment and creating external funding opportunities, we bring all our skills to bear on every healthcare client from regional hospitals to pharmaceuticals, practitioner associations, and the health insurance industry.

**Envision provides the healthcare industry counsel on federal and state government relations. Envision boasts a bi-partisan team with extensive experience in the healthcare arena in both Washington, DC and Albany, NY.** Our team is comprised of professionals from the fields of business and politics, from both chambers of Congress, state legislatures, and both sides of the aisle. In such a heavily regulated industry, our client work is multifaceted, taking advantage of federal and state programming that can provide funding while minimizing the impact of the regulatory regime with the Center for Medicare and Medicaid Services, the New York State Department of Health, and the New York state legislature.

**We offer customized consulting solutions to the industry.** Because we work with different entities in the industry, our firm has to be consistently creative to insure success. We have worked to minimize regulatory burdens and created opportunities for improved financials for clients by orchestrating and helping to implement:

* ACO (Population Management) Strategies
* Episode-based Payment Initiatives
* State Procurement Victories to Dramatically Expand Service Delivery
* Primary Care Transformation
* Initiatives Focused on Dual-Eligible Patients
* Accelerated Development of New Payment and Delivery Models
* EMR Initiatives and Incentives and Health Information Exchanges
* Successful Federal Grant Applications

**To implement such a broad range of services and solutions, we have assembled a unique team of seasoned professionals.** With nationally recognized healthcare experts, a U.S. Congressman, Congressional staff and New York State government staff, we bring a tremendous skill set to any client. Our references and track record speak to our emphasis in client communication, successful outcomes and constant professionalism. Members of our team include:

* Congressman Tim Bishop (Ret.) 12 Year veteran serving in the House of Representatives
* David S. Carroll, Esq. Recognized New York State and New York City lobbyist with extensive experience on informing healthcare clients on regulatory matters, building relationships and funding opportunities for clients in New York State
* Adam Kane, Esq. Expert on post-acute, senior living, hospital payments and administration and CMS. Additionally, serves on state-wide healthcare advisory boards and hospital associations
* Scott Sawicki, MPP Expert in government and public affairs management including legislative, regulatory and licensing, external communications and relationship management for hospitals, seniors living, and physician groups
* Brett Heimov Veteran Capitol Hill operative with extensive experience in practitioner association representation and political relationship building
* Scott Solomon New York State Legislature and Budget expert with a large network of political contacts in the State Capital of New York
* Steve Stallmer Expert in New York State and Federal Congressional relations, serving large insurance entities
* Steve Schultz Accomplished federal lobbyist with an extensive federal procurement and federal grants background

This team currently services an extensive list of clients including:

* Regional Hospitals
* Global Pharmaceutical Companies
* Statewide Healthcare Associations
* Physician Groups
* National Insurers

**In closing, our team strength and creatively executed solutions are the basis of our firm's healthcare practice.** Outside of our clients' success, our goal is to continue to grow our practice selectively, never overburdening our extensive resources and consistently delivering legislative, regulatory and economic victories for our clients.

Envision Strategy

Washington, DC

Albany, NY

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