



## **COPE Health Solutions Adds Population Health and Value-Based Payments Experts**

NEW YORK, NY, April 11, 2019—[COPE Health Solutions](#) has expanded its senior leadership team with the addition of Robert A. Minkin, FACHE, as Principal and Samuel Shutman as Senior Vice President. As leaders and innovators in value-based care, Minkin and Shutman will help COPE Health Solutions' clients succeed at population health, including moving to risk and capitation.

Minkin and Shutman are joining COPE Health Solutions, one of the 20 largest U.S. healthcare and healthcare IT consulting firms, because of its leadership in value-based payment and population health management. The mission-driven consulting firm partners with health systems and payers to design and implement comprehensive population health management and workforce development strategies to transform healthcare delivery, align financial incentives, and build the workforce needed to succeed in value-based care.

"Bob and Sam bring a true passion for improving health outcomes and reducing costs through moving to risk, including global capitation. They both have invaluable operating experience pioneering new care and payment models, as well as guiding providers, payers and other healthcare organizations on the path to value-based care and payments," said Allen Miller, CEO and founder of COPE Health Solutions. "They are tremendous resources for our clients while strengthening our leadership team."

### **Robert Minkin**

In his new role, Minkin is responsible for running COPE Health Solutions' West Coast consulting operations, working with Evan King, Principal and COO, who oversees all consulting operations. He will focus on helping clients with organizational transformation, including leveraging new payment models and improving care delivery and other hospital operations, to ensure best practices and positive outcomes.

Minkin is a renowned expert on bundled payments and other new payment models. Under his leadership as President and Chief Executive Officer of Exempla Saint Joseph Hospital, the Denver medical center applied and was approved to participate as one of four hospitals in the first three-year CMS Acute Care Episode ("ACE") demonstration project to "bundle" payments for cardiac care to hospitals and physicians. Minkin then joined The Camden Group, now GE Healthcare Partners, as Senior Vice President, establishing its national value-based payment reform and hospital operations practice.

Minkin has extensive senior operating experience, leading the turnaround of two regional hospitals and medical foundation for Verity Healthcare. As market President and CEO, he significantly reduced a long standing operating loss within 14 months. Minkin also served as Chief Operating Officer and Executive Vice President for St. Joseph Hospital, where he led the California medical center in achieving American Nurses Credentialing Center (ANCC) Magnet status, and as CEO of Desert Hospital in Palm Springs. He has held senior positions at other facilities including Riverside Community Hospital, Memorial Hospitals Association, Pacific Medical Center and Community Hospital of Santa Rosa, all in California.

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Minkin holds a bachelor of science in business management from California State University in Sonoma and a master in business administration from San Francisco State University. He is a Fellow of the American College of Healthcare Executives.

### **Sam Shutman**

An expert in provider network development and insurance contracting for population health, Shutman will provide vital insight and support to clients as they develop and implement new care and payment approaches. He draws on several decades of healthcare operating experience across a variety of organizations, including providers and payers.

Before moving into consulting, Shutman was CEO of Pacific Partners Management Services Inc., a management services organization (MSO) for medical groups and independent physician associations (IPAs). Previously, he led network development for North Shore-LIJ Care Connect Insurance Company Inc.

Previous to that, as Vice President of managed care and business development, he led Bronx Lebanon Hospital Center's effort to become a New York State-licensed Performing Provider System (PPS) under Delivery System Reform Incentive Payment (DSRIP) Program. This project included more than 150 organizations in the South Bronx including home care agencies, skilled nursing facilities and IPAs representing more than 140,000 lives.

Shutman also managed contracting for the New York public health system now known as NYC Health + Hospitals (H+H) and worked on revenue cycle improvement projects for H+H's Elmhurst and Queens Hospital networks. Shutman started his career in provider relations at Oxford Health Plans, now part of United Healthcare, and later Heritage, now Health Care Partners, where he recruited primary care physicians and contracted with hospitals.

Fluent in Spanish, Shutman holds a bachelor of science in Latin American studies from the University of California-Santa Cruz and master of public administration from New York University's Wagner Graduate School for Public Service.

### **About COPE Health Solutions**

COPE Health Solutions is a national healthcare business advisory firm and a leader in moving health care payers and providers to value-based payments and care models. It partners with clients to help them achieve visionary, market relevant health solutions. COPE Health Solutions' areas of expertise and focus include all aspects of strategy, population health management, value-based payment, data analytics, and workforce development for clients across the health care continuum, including hospitals, health systems, physician organizations, and health plans.

COPE Health Solutions' multidisciplinary team of health care experts provides clients with the experience, capabilities and tools needed to plan for, design, implement and support both the development and execution of strategy. The firm partners with clients through aligned mission and financial incentives to pursue performance excellence in a challenging and rapidly evolving health care environment. For more information, visit [www.copehealthsolutions.com](http://www.copehealthsolutions.com).

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