

e x p e r t i s e

c l i e n t f o c u s

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r e s u l t s



hallelan
health consulting INC

Our Consulting Capabilities



halleland
health consulting inc

600 U.S. Bank Plaza South
220 South Sixth Street
Minneapolis, MN 55402-4501
Office: 612.338.1838 Fax:
612.338.7858
Toll-free: 888.338.1838
www.halleland.com

Halleland Health Consulting

HHC, a subsidiary of Halleland Lewis Nilan & Johnson, guides clients through the maze of organizational complexities, yielding fresh solutions to contemporary health care problems. HHC's approach to dozens of innovative health and community initiatives demonstrates our unconventional and in-depth range of expertise and experience in both traditional and non-traditional venues.

We combine the skills of health care providers, public health professionals, financing and policy experts to fully serve clients in complex areas such as compliance with federal and state regulatory agencies, risk management, new product development or managing community health initiatives.

Samples of HHC capabilities are:

- New Health System Development
- New Product Development
- Government Funded Service Delivery
- Financing Strategies
- Management of Community Health Initiatives
- Strategic Planning
- Development of New Programs or Insurance Products
- Obtaining Funding through Philanthropic Organizations
- Inspiring Personalized Options for Seniors
- Compliance with State and Federal Regulations
- Shaping Regulatory Policy
- Clarification of Organizational Missions
- Structuring of Governance
- Health System Integration
- Organizational Re-Design

Example Consulting Engagements

- **Strategic Project Management:** a dedicated person to work closely with the leadership of organizations in order to assure key projects are completed. Act as a trusted advisor as well as a functional point-person for the project.
- **Interim Executive Staff:** step into a leadership position in small to mid-size provider networks or organizations to provide leadership during organizational transitions.
- **Technical Assistance:** provide unique and critical information to projects supported by national foundation dedicated to community based care.
- **Strategic Planning:** work with senior management and Boards to assess current activities, future development and market opportunities to determine the best path to success.
- **Funding Assistance:** provide outside, expert advice to the process of grant applications, RFP/RFI responses, or other funding opportunities to maximize the chances of success.
- **New Business Development:** bring national, practical experience to build new business within organizations. Assist in identifying opportunities, potential partners, and bridging gaps in internal market understanding.
- **Policy Development:** work with a coalition of health care payors, providers and consumers to develop policy positions on State and Federal legislation.

Halleland Health Consulting Clients

- Allina Hospitals & Clinics
- American Lung Association
- Annex Teen Clinic
- Annie E. Casey Foundation
- Axis Healthcare
- Beverly Enterprises
- Care Providers of Minnesota
- Children's Hospitals and Clinics
- Children's Workshop
- FairviewPartners

- Grand Itasca Clinic and Hospital f/k/a Itasca Medical Center and Grand Rapids Clinic
- Hearth Connection
- HealthPartners
- HealthStart Clinic
- Healthy Learners Board
- Hennepin County
- Hennepin County Medical Center
- LifeMasters Supportive Care
- Minneapolis Lifesciences Consortium
- City of Minneapolis, Department of Health and Family Support
- Medicare Justice Coalition
- Metropolitan Health Plan
- Minnesota Association of Counties
- Minnesota Comprehensive Health Association
- Minnesota Council of Health Plans
- Minnesota Senior Federation
- Minnesota Stroke Association
- Neighborhood Health Care Network
- Northstar Physician's Plan
- PrimeWest Health System
- UnitedHealthcare
- University of Minnesota, Carlson School of Management



■ **K. James Ehlen, MD**

Jim Ehlen is CEO of HHC. His background is that of a physician who practiced in the area of endocrinology and metabolism for 13 years. For the last 14 years, he has occupied a series of executive roles, beginning in 1988, as chairman and chief executive officer of Physicians Health Plan that subsequently evolved to Medica. In 1994, as CEO of Medica, he negotiated a merger with Healthspan to create the Twin Cities' based integrated health care system, Allina. Until 1999, Dr. Ehlen served as the President of the Allina Health System. Jim was then offered and took a position as Chief Medical Officer of Humana, one of the country's largest health maintenance organizations.

Jim recently returned to the Twin Cities after serving as Chief Medical Officer for Humana for the last two years. He has served as chairman of both the Health Forum Board and the VHA Foundation Board in the past and is currently a member of the board of directors of two local health care companies; Arizant Inc. and Health Fitness Inc. Additionally, he is a long-standing member of the American College of Physician Executives.

Starting with his medical practice, Jim has always focused on the questions of how this system can improve so that individuals can receive better health care. He believes that the current time with so many needs represented in the health care sector, this continued focus is more relevant than ever. Jim will continue that work with HHC.