

Affordable Care Act's Medi-Cal Expansion

Business Challenge

Our clients included both a County health care delivery system and a publicly operated health plan; we served as key business and systems integration consultants for these organizations as they partnered to implement a crucial provision of health reform. Our engagement with this client began four months prior to the implementation of Medicaid Expansion (Medi-Cal in California), driven by the Affordable Care Act.

The key challenges that faced our client were:

- Clinical data exchange between organizations
- Massive scale of the transition from the Low Income Health Program (LIHP) to Managed Medi-Cal
- Merging vastly different organizational cultures and capabilities to create a successful team
- Executing last minute operational changes due to delays in state policy decisions

Client & Engagement Quick Facts

- Seven month project duration
- 158,000 patients enrolled into Managed Medi-Cal on January 1, 2014
- Largest Department of Public Health in California
- Largest publicly operated health plan in the United States

Our Solution

Kenny & Company's team provided extensive project management expertise to this large, complex, multi-organizational engagement and delivered subject matter expertise in Medi-Cal eligibility, enrollment and program implementation to help our clients achieve their project objectives. We met with over 15 leaders and management stakeholders across both organizations to refine and customize our project management methodology and tools for the needs of this engagement. Kenny & Company provided leadership and facilitation for developing clinical data exchange requirements and processes, created a 'no wrong door' approach for patients and providers upon implementation, and developed operational process flows, comprehensive training materials and job aids for the call centers.

Business Benefits

Data reported by California HealthCare Foundation's California Healthline publication indicated that over 98% of our clients' patients were successfully transitioned to Managed Medi-Cal on January 1, 2014. Post-transition support was highly coordinated across organizations and issues centrally tracked and managed.

About Us

Kenny & Company is a management consulting firm offering Strategy, Operations and Technology services to our clients.

We exist because we love to do the work. After management consulting for 20+ years at some of the largest consulting companies globally, our partners realized that when it comes to consulting, bigger doesn't always mean better.

Instead, we've created a place where our ideas and opinions are grounded in experience, analysis and facts, leading to real problem solving and real solutions – a truly collaborative experience with our clients making their business our business.

We focus on getting the work done and prefer to let our work speak for itself. When we do speak, we don't talk about ourselves, but rather about what we do for our clients. We're proud of the strong character our entire team brings, the high intensity in which we thrive, and above all, doing great work.

Who We Are

Partner Led

Our Partners are personally committed to our clients and lead every engagement.

Experience, Perspective and Passion

We average over 20 years in professional services and bring tailored approaches to every client engagement.

Focused, Collaborative, High-Impact

We work side-by-side with our clients in highly focused teams to solve complex business problems.

Client First

Our highest priority is our client's professional and personal success. We believe clients should expect more.

Guarantee Our Work

We guarantee our clients complete satisfaction every engagement every time.

Contact Information

Firm Headquarters

Serving San Francisco, Silicon Valley & Los Angeles

1710 South Amphlett Blvd.
Suite 302
San Mateo, CA 94402

Northwest Office

Serving Portland & Seattle

707 SW Washington St.
Suite 925
Portland, OR 97205

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www.michaelskenny.com.

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For inquiries: info@michaelskenny.com

