

# Operational Analysis for Healthcare Merger

## **Business Challenge**

Our client is an Oregon-based health plan that administers Medicaid and Medicare benefits to over 300,000 members. Our client needed assistance with project management and operations improvement in preparation for a possible merger and acquisition with another health care organization.

The key challenges that faced our client were:

- Operations scalability
- Financial cost savings
- Lack of project management across multiple workstreams
- Market instability
- Impending federal and state regulatory changes

## **Client & Engagement Quick Facts**

- Project Duration: 8 months
- Led business requirement discovery process for potential merger and acquisition.
- Successfully managed client and third-party company vendor to communicate, plan, and document department-level activities of our client.
- Frequently prepared agendas, presentations, data and relevant materials for Board of Directors and C-Suite meetings.
- Collaborated across organizations to create, organize and manage an efficient document management process.

## **Our Solution**

Kenny & Company provided our project management and process optimization experience to guide our client in successfully creating a strategy, communicate between organizations, and map out a proposed merged entity. By managing the productivity of 19 separate workstreams, through key project management techniques, we significantly advanced both organizations' progress. In addition, Kenny & Company assisted in the creation and implementation a four year cost savings initiative in which our client would save an estimated \$91 million.

## **Business Benefits**

Despite the postponement of the merger and acquisition for unforeseen reasons, our client is now planning, executing and monitoring cost savings. Our client can leverage the streamlined project management and cost savings initiatives for any future partnerships and general business operations. In addition, our client benefited from our document reorganization to decrease prior inefficiencies.

## 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**

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