

## **Jim Donohue Bio for Nashville Health Care Council**

With over 20 years of experience in the healthcare industry, Jim is a trusted advisor to provider organizations looking to improve government and commercial payer reimbursement, enhance revenues, and thrive in a value-based environment. As a leader in ECG's Payer Contracting and Strategy practice, Jim has conducted dozens of consulting engagements focusing on managed care contracting, innovative and conventional reimbursement strategies, business operations, and strategic planning. He works closely with client leaders with a particular emphasis on academic medical centers and advanced cancer centers to evaluate and execute strategies to project and improve upon their organizations' financial performance, and they trust him to lead their most sensitive negotiations for medical group and hospital agreements. As the healthcare industry shifts toward value-based delivery systems, Jim's clients rely on his knowledge of evolving payment arrangements as well as his expertise in assessing the feasibility of developing and implementing clinically integrated provider networks.