



Gorman Health Group is the premier Medicare and federal programs consultancy providing thought leadership, strategic insight and business solutions to private sector stakeholders to improve quality of health care offered to the nation's consumers.

A multi-disciplinary professional team of former health plan executives and seasoned regulators provides health plans, pharmaceutical companies and related industry constituents technical knowledge and tactical guidance in areas of focus such as:

**Strategic business planning**  
**Sales training and certification**  
**Pharmacy and medical management**  
**Provider network development**  
**Distribution channel expansion**

**Operations and process improvement**  
**Revenue and enrollment management**  
**Compliance and audit preparation**  
**Marketing and product development**  
**Data-driven market intelligence**

Gorman Health Group leverages its extensive in-market learning and subject matter expertise by bringing customers unique, proprietary technology applications to help drive enterprise efficiency and cost savings. Examples include:

- **MDS™** Competitive positioning and market research database
- **Medicare Sales Sentinel™** Sales agent oversight and monitoring
- **Valencia™** Member management and enrollment reconciliation
- **Online Monitoring Tool™** Compliance and operations dashboard

Based in Washington, DC ensures ready access to top federal officials and Capitol Hill policymakers. For fifteen years, Gorman Health Group has provided hundreds of prominent clients, representing millions of health care consumers, strategic counsel and technology solutions having big payoff—accelerated growth, compliant business operations, differentiated market position, and improved profitability. *We get it.*

Gorman Health Group is built on a foundation of creative thinking and results driven management coupled with a deep commitment to a customer-oriented work ethic of integrity, reliability and client success.

**Leadership**

John Gorman, Chief Executive Officer  
Jeff Fox, President  
Nathan Goldstein, Senior Vice President  
Babette Edgar, Senior Vice President  
William MacBain, Chief Financial Officer  
Lindsay Resnick, Chief Marketing Officer

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