



Overview

Rainmakers Strategic Solutions, LLC (Rainmakers) delivers high-level management expertise to private and government agencies that are presiding over complex, dynamic programs. More than 25 years of hands-on experience in the areas of Healthcare, Information Technology and Program Integrity enables us to effectively analyze program components—then strategically implement improvements that optimize resources and funding. Our ultimate goal is to provide valuable, enduring results.

Our Mission

Rainmakers Strategic Solutions' mission is to initiate innovation and strategic thinking and to accelerate the right decisions for our clients—while delivering valuable, enduring results.

- We keep our clients' missions and culture clearly in focus at all times to serve as the yardstick against which we evaluate the right alignment of solutions with their needs and those of their customers/constituents.

Corporate Distinctions

- We use a well-developed service methodology based on proven collaborative strategies and problem solving approaches.
- We have demonstrated effectiveness in achieving the right solutions for our clients.
- We maintain clear and continuous communications with our clients.
- We practice stringent, ongoing quality control to ensure our clients receive superior outcomes.

Specialized Areas of Expertise

- Healthcare: ICD-10 implementation strategy, revenue cycle improvement, payer operations.
- IT Consulting: Build vs. buy analysis, business requirements development.
- Program Integrity: Investigation of abusive and aberrant billing practices, fraud and abuse detection.



Denise Marshall Rainey
President & CEO

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Throughout a notable career that spans 25+ years, Ms. Rainey has led multi-billion dollar projects that have advanced commercial and government health care programs, including Medicare, Medicaid, DoD TRICARE, and Federal Employee Health Benefits Program (FEHBP). Ms. Rainey is known throughout the health care industry for her extensive knowledge of health care policy, innovative strategic planning skills and considerable operational experience.

CAPABILITIES

Program Support

- Program Management
- Business Process Improvement
- Acquisition Support
- Performance Improvement
- Compliance Programs
- Procurement Support

Program Analysis

- Program Evaluation
- Quality Assurance Surveillance
- Contractor Performance Evaluation

Health Policy & Market Research

- Studies and Analysis
- Survey Instrument Design
- Survey Administration
- Data Analysis
- Focus Group Facilitation
- Benchmark Analysis
- Regulatory and Policy Analysis

Information Technology

- Information Security
- Knowledge Management
- Data Analysis
- Web Site Design
- Requirements Development
- Testing
- Engineering Services

Communications & Training

- Content Development (Website, Manuals, Brochures)
- Train-the-Trainer Guides
- Computer-based Training Development
- Communications and Public Affairs
- Social Media Strategy
- Diversity Training
- Stakeholder and Employee Engagement

Program Integrity

- Health Care Fraud Detection
- Predictive Analytics
- Data Analysis
- Claims Review
- Financial Audit
- Compliance Program Development



Representative Qualifications

Outreach & Education Medicare Drug Integrity Contractor (MEDIC) for CMS' Center for Program Integrity (CPI): Rainmakers is responsible for developing and implementing strategic communications initiatives, applying innovative outreach techniques and providing technical assistance in the form of educational products and tools to stakeholders involved in the fight against health care fraud nationally, including CMS, health plans, federal law enforcement, health care providers and associations, Medicare beneficiaries and beneficiary advocacy organizations.

Health Administration Product Enhancements (HAPE) Program Management Office (PMO): The VA's HAPE PMO within the Office of Information and Technology (OI&T) is responsible for leading application development projects in support of Veteran Health Administration patient management and financial management systems. Rainmakers manage a team of 27 staff who worked closely with HAPE Project Managers to ensure compliance with the VA's Program Management Accountability System (PMAS) and assist with oversight of large mission-critical development projects in accordance with ProPath.

Enterprise System Management (ESM) Concept of Operations (CONOPS) Development: ESM facilitates the definition of business requirements for VHA entities (Chief Information Officers, VISNs and Medical Centers). In light of the complexity of major VHA initiatives and federal mandates, Rainmakers developed concepts of operations (CONOPS) to support VHA business owners in proactive management decision-making, planning and implementation activities associated with IT projects related to key initiatives, including: Caregivers and Veterans Omnibus Health Services Act of 2010, Laboratory System Redesign, WebHR, and Patient Handoff. Each CONOPS was designed to guide the development of IT projects that will best serve the veteran and meet VHA stakeholder needs and provided a description of how a set of capabilities may be employed to achieve the desired strategic objectives or a particular end state for a specific scenario or IT need.

Program Integrity Technical Assistance: The CMS Center for Program Integrity (CPI) oversees anti-fraud, waste and abuse efforts in the Medicare Advantage and Prescription Drug programs. Rainmakers provides strategic planning, advisory services, subject matter expertise and technical assistance to improve CMS ongoing program integrity operations, and to assist CPI program evaluation, redesign and implementation.

CMS Enterprise Business Planning Group BPA: As a subcontractor to Noblis, Inc. Rainmakers performs on multiple task orders in support of advancing CMS' Center Strategic Planning. Activities include: analyzing and evaluating legislative drivers and strategic objectives; developing tactical strategies for transforming current business processes to future state processes; developing recommendations for advancing information technology infrastructure to support newly articulated business processes; and proof of concept development.

Provider Enrollment Predictive Model: Rainmakers supported the development of a predictive model designed to identify potentially fraudulent providers prior to enrollment in the Medicare and Medicaid programs. In support of the model, Rainmakers identified new data sources, performed data analysis involving 1.5 million providers, defined risk factors, validated fraud indicators and developed algorithms. One such algorithm resulted in a projected overpayment recovery of almost \$90 million.