

## Megan E. Cluver

Manager

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Megan has ten years of experience working with healthcare and education professionals in hospital, university, and primary school settings.

### Professional experience

Representative examples of Megan's experience in international and domestic healthcare as well as education include:

#### *Domestic Healthcare*

- Managed a project for long term cost reduction at a major health insurance company. Analyzed the performance of capitated HMO products and developed a model to examine the financial implications of the revised payout structures. Worked with the executive team to define needs and develop a contracting plan incorporating a bonus system for physicians based on the ability to lower medical costs.
- Performed a market analysis for a Midwestern health system to determine the potential marketability of a national rollout of a health product developed for the local community. Benchmarked community health programs and provided a business case and recommendations for the implementation.
- Created the financial status reports for private grants for a major East Coast hospital system. Developed the training manual for incoming staff.

#### *Domestic Education*

- Developed a new budget planning model for a major public university to align budgets with revenue generation. Worked with university leaders to create a model to balance the need for increased accountability with the desire of the university to support programs which are unable to be self-supporting through tuition revenue. Developed a sensitivity analysis tool as well as a methodology to rebase individual department budgets.
- Developed an early education program and professional development series which increased enrollment and course offerings and expanded the program, attracting \$1.3 million in funding to launch a model early education center.
- Managed the program development team for multi-state federal grants and led the grant writing and budget development efforts.

#### *International Healthcare*

Megan has helped US-based academic medical centers and health governance organizations develop and implement international strategies. Examples of her work include:

- Worked with a top ten US children's hospital to develop an international strategy focused on incremental growth in areas aligned with the tripartite mission. Proposed a phased, partner-based approach and developed the business cases and financial models for specific program areas.
- Assisted a major US academic medical center to identify gaps in current international patient experience, recommending organizational changes to both improve the patient experience and to further the institution's vision as an international healthcare entity.
- Worked with a top US College of Medicine to integrate US-based physician and administrative team expertise into the planning process for an academic medical center under construction in the Middle East. Worked with the team to develop and implement a cross-continent strategy for clinical program planning.
- Developed the contracts and advised on a negotiating strategy for the US medical accrediting body developing an international partnership with an Asian government.
- Worked with a development consortia in the New Delhi region of India to recruit a US-based academic medical center partner.
- Created a product portfolio and business strategy for an organization responsible for health professional assessments and services. Developed market strategies focused on market accelerators to maximize growth with limited investment by capitalizing on latent market forces. Developed the five-year financial projections and recommended key target markets and international partners.

#### **Education**

- Master of Business Administration, University of Notre Dame, Notre Dame, Indiana
- Bachelor of Arts, Political Science and Math, Saint Michael's College, Colchester, Vermont

#### **Associations**

Board of Directors, Vermont Family Network