

TIM GRONNIGER

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PROVEN HEALTHCARE EXECUTIVE

A driven executive with experience in leadership across private and public sectors and proven results for investors, patients, and teams. Key facilitator of fundamental shifts in health care payments and operations through the value-based revolution, starting in government regulation and seeing through real-world implementation and ultimately execution of multiple exits reflecting significant new value created with Caravan Health (\$300MM) and Signify Health (\$8B). Passionate about building teams and leading people by connecting mission to business outcomes, leveraging markets to deliver better care for patients.

AREAS OF EXCELLENCE

Selling & Business Development	Solution Design & Deployment	Regulatory & Public Policy Interplay
Organizational Restructuring	Data Analysis & Metric Reporting	Raising Capital & Investor Management
Team Leadership & Guidance	Budget Tracking & Cost Controls	Mergers & Acquisitions
Public Health	Board Management	

PROFESSIONAL EXPERIENCE

TOWN HALL VENTURES Senior Advisor

April 2024 - present

SIGNIFY HEALTH/CVS HEALTH Chief, Value-Based Solutions

March 2022–April 2024

Created the nation's leading ACO enabler for health systems. Managed all internal operations, growth, ELT/board relations, customer success, and clinical initiatives for a 800K+ lives-under-management value-based care business. Managed the wind-down of Remedy Health simultaneously with the integration of Caravan Health into Signify and the pitch of Signify to CVS Health and other potential acquirers.

Key Achievements:

- Grew revenue from \$30M in 2017 to \$115M+ in 2024
- Booked new business in 2023 that grow lives under management by more than 45% and launched the first deployment of in-home visits to the MSSP program in the nation.
- Voiced the value-based care narrative for Signify's sale to CVS Health in 2023 (part of the 6-person deal team)

CARAVAN HEALTH

October 2017–March 2022

Chief Executive Officer (July 2019–Mar. 2022); President (Nov. 2018–July 2019); Senior VP (Oct. 2017–Nov. 2018)

Owned the growth, maintenance, and overall economic health of all P&L initiatives. Led a 160-person team through the management of health care transformations 300+ client sites serving 500K+ Medicare beneficiaries. Spearheaded health care management systems that saved hundreds of millions of dollars to Medicare and shared savings payments to clients. Analyzed key performance indicators to identified areas of needed improvement in the delivery team and reorganized its reporting structure of 50+ nurses, project managers, and integration analysts for better attainment of daily objectives. Led the design and rollout of all marketing and sales activities for increasing public visibility, growing brand recognition, and attracting new business across both digital and traditional platforms.

Key Achievements:

- \$500M in gross savings generated to Medicare and \$200M in shared savings payments to clients from 2017 to 2021.
- Restructuring delivery team raised staff retention by more than 25% and doubled key client touchpoints in one year.
- Led the pitch process led to the sale of Caravan to Signify Health for \$300M in early 2022.
- Won accounts for Tampa General Hospital, U. of South Florida, and other 300+ bed health systems in first year of sales

PINEY BRANCH STRATEGIES

January 2017–October 2017

Independent Consultant

Hired by companies such as the American Medical Associations Relative Value Update Committee and Socially Determined, to tailor solutions for improving population health through better management of non-clinical contributors to health.

CENTERS FOR MEDICARE AND MEDICAID SERVICES

May 2015–January 2017

Deputy Chief of Staff and Director of Delivery System Reform, Office of the Administrator

Led cross-agency coordination focused on maximizing the impact of national delivery system reform goals to support the Affordable Care Act. Propelled all efforts for achieving prescription drug affordability, access, and innovation. Collaborated with senior leaders at top agencies to prioritize tasks and coordinate the implementation of the Medicare Access and CHIP Reauthorization Act of 2015 and initiatives related to Puerto Rico. Launched public outreach efforts and spoke on behalf of the agency at public events. Liaised with Congress members to draft strategic communications on delivery system reform.

Key Achievements:

- Creation of the MSSP ACO program and associated pilots (NextGen, Pioneer, a rural investment model, etc)
- Dramatic slowdown in Medicare spending with no restriction in access to benefits (8% per capita in 2001-2010, ~5% in subsequent years)

WHITE HOUSE DOMESTIC POLICY COUNCIL

October 2011–May 2015

Senior Health Policy Adviser

Advised President Obama’s healthcare leadership team on key considerations, recommendations, and suggestions concerning how to best implement Medicare and health care delivery system reform. Coordinated inter-agency tasks designed to propel administration priorities through the Dept. of HHS including ways to cut costs and improve quality. Gave insights regarding the portfolio of the Centers for Medicare & Medicaid Innovation, accountable care organizations, and the Bundled Payments for Care Improvement project. Collaborated with senior heads to define guidelines and institute policy development for Medicare payment including hospitals, physician services, Medicare Advantage plans, and post-acute care.

Key Achievements:

- Nationwide adoption of electronic health records crossed 90% among acute care providers
- White House endorsement of targets for VBC adoption including all major health care stakeholders with personal appearance by President Obama

A D D I T I O N A L J O B H I S T O R Y

Sr. Staff for Henry Waxman, U.S. HOUSE OF REPRESENTATIVES, COMMITTEE ON ENERGY & COMMERCE – Washington D.C.

Budget & Health Analyst, Health Costs Estimates Unit, U.S. CONGRESSIONAL BUDGET OFFICE – Washington D.C.

Associate Consultant, BRAUN CONSULTING – Boston, MA

E D U C A T I O N

Master of Public Policy, University of Michigan – Ann Arbor, Ford School of Public Policy (2004)

Master of Health Services Administration, University of Michigan – Ann Arbor, School of Public Health (2004)

Bachelor of Arts in Biochemical Sciences, Harvard College – Cambridge, MA (2000; *Magna cum Laude*)

O T H E R A F F I L I A T I O N S

Board Member, National Association of Accountable Care Organizations – 2022 – present

Board Member, Medicare Rights Center – 2022 – present

Basketball coach, Takoma Park Recreation Sports League – 2023 - present