



BIOGRAPHY - December 2021

NATHAN S. KAUFMAN

Managing Director

Kaufman Strategic Advisors, LLC

I N T R O D U C T I O N

Nathan Kaufman is Managing Director and founder of Kaufman Strategic Advisors, LLC, an established San Diego-based consulting company. In 2021, Nathan became Managing Director and co-founder of Matterhorn Strategic Advisors, LLC, an investment advisory and banking company. With over 40 years of experience as a strategist, executive and negotiator, Nate is considered one of the nation's healthcare industry experts. He is a strategic advisor to healthcare executives, boards, physician groups and other healthcare companies. He is known for his practical advice focusing on succeeding in a post-COVID, value-based risk environment. In addition, he is a seasoned negotiator and has successfully completed hundreds of transactions involving payer contracts, physician compensation, service line development, acquisition/sale of surgicenters and imaging centers; restructuring employed physician groups; and developing clinically integrated networks. This provides Nate with a unique viewpoint since he not only studies industry trends but operates in the 'trenches' which provides him with a deep understanding of the physicians' perspective. Throughout his career, he has held executive positions in a wide range of healthcare companies, including President and Chief Operating Officer of an imaging center company. He was listed in Modern Healthcare's inaugural 'Class of '87' Up & Comers Yearbook, and "20 years of Rising Young Healthcare Management Talent Class of 87-06," published Sept. 17, 2007. He currently serves on various advisory and editorial boards; was Executive in Residence and HSI Advisory Board member at Georgia Tech Health Systems Institute. His educational credentials include an M.S. in Health Systems from the Georgia Institute of Technology and a B.Sc. in Psychology from Emory University in Atlanta, Georgia.

A R E A S O F S P E C I A L I Z A T I O N

Among the clients benefiting from Mr. Kaufman's keen consulting acumen and flair for healthcare service integration are such providers and physician groups as investor-owned and not-for-profit multihospital systems; prestigious dominant medical centers; general medical/surgical hospitals; primary care physicians and specialists; IPAs; national imaging and surgicenter companies; major diagnostic equipment companies; large radiology groups; cardiology groups, medical staff groups; managed care companies and national and state healthcare associations.

Expert Witness Testimony

Hospital Strategy

Hospital Performance Improvement

Executive Education

Managed Care Strategy Development

Managed Care Negotiation

Mediation and Problem Resolution

Physician Joint Venture Structuring and Negotiation

Physician Group Research and Valuation Services

Physician Group Operations Management

P U B L I C A T I O N S & P R E S E N T A T I O N S

Mr. Kaufman is a noted consultant, lecturer and author on topics related to strategies achieving peak performance, managed care, clinical integration, population health, hospital-physician transactions, and joint ventures. He regularly speaks on these topics and others for numerous health system organizations and healthcare associations throughout the country. Mr. Kaufman was a lead faculty member for the American College of Healthcare Executives (ACHE), for which he has developed the following courses: *The Art and Science of Competitive Strategy*; *Advanced Managed Care and Integration Strategies*; *Restructuring Integration: Essential Strategies for the New Millennium*; and *Lessons Learned: Innovative Strategies for Achieving Competitive Advantage*. In addition, he holds executive education retreats and presented at over 95 major conferences and hospital associations in 2014 as keynote speaker, such as the American Hospital Association. Mr. Kaufman wrote the chapters on physician-hospital engagement and clinical integration for the 2011 and 2012 issues of the ACHE publication *Futurescan* as well as numerous articles published by *Trustee Magazine*. More recent articles published are:

- **AHA Today** "Nate Kaufman Debunks RAND's Flawed Research in New Analysis of Recent Hospital Price Study", Sept. 25, 2020
- **Modern Healthcare** "Researchers Lack Understanding of Hosp. Pricing Complexities," October 5, 2019
- **Modern Healthcare** "Let's Make Sure Execs are Held Accountable," August 3, 2019
- **Modern Healthcare** "When Discussing Prices, Let's Talk About the True Prices," April 27, 2019
- **Trustee Magazine** "Health System Strategies: Making the Tough Decisions," February 2018
- **Modern Healthcare** "Commentary: Practicing Physicians and Healthcare Reform - Population Health vs. Compensation Wealth," Posted October 26, 2016; and "Population Health Management Requires Excellence in the Basics," Posted Aug. 23, 2014
- **HealthAffairs.org/blog (2)** "The Tangled Hospital-Physician Relationship," Posted May 9, 2016
- Two *Opinions* published on-line at **Becker's Review**, "12 Milestones for Population Health Competency," Aug. 27, 2014; and **Becker's Hospital CIO**, "Big Iron, Meet the Cloud: A Solution for Healthcare IT," Aug. 18, 2014
- Seven articles at **H&HN www.hhnmag/HHNDaily.com**, *New Trends in Health Insurance*, Jan 17, 2013; "Using Constructive Conflict to Make Better Decisions," Oct 24, 2012; *The Co-Management Conundrum*, Sept 26, 2012; "Not the Best Way to Start," Aug 29, 2012; "A Coming Physician Shortage for Medicare and Medicaid Patients," Jul 25, 2012; "Streamlining Strategy," Jun 27, 2012; and "Weathering Changes to provider-Based Reimbursement," May 30, 2012