

Jerry Hammann

Jerry Hammann has been involved in **management consulting** engagements nationally **over fifteen years**. These engagements run the gamut from **financial** to **operational** to **strategic**. While currently most heavily focused in the healthcare environment, Mr. Hammann has provided consulting services to a host of companies in diverse industries where he has significantly advanced these entities' corporate objectives.

Mr. Hammann's background includes assisting a one-million member health plan develop a **three-year strategic business plan** after its split from an affiliated health system. The health plan **grew 40%** to 1.4 million members during the subsequent three years. A follow-on project **analyzed** the business process and IT **outsourcing arrangement** the health plan had with one of the nation's largest health service companies.

Mr. Hammann also assisted another million-plus member health insurer in determining whether a **merger** with a large hospital system was in its best **strategic interest**. The engagement included interviews with key management at both merger partners and the development of a **financial and operating model** for the proposed integrated health delivery system.

Mr. Hammann has more recently focused in the Graduate Medical Education and health care research fields, improving the strategic focus and **operational performance** of these internal businesses within major hospital systems. Other projects in the health care field have included determining the **current and future** medical procedure needs of a **market** for the diverse purposes of: determining whether and where to shift hospital capacity from urban to suburban markets; and whether and when to enter a new market.

Mr. Hammann has also: conducted **benchmarking, best practices, and process improvement** activities; evaluated the market, financial, and economic impact of prospective decisions; evaluated investment, divestiture and spin-off opportunities; performed **financial and operational due diligence** procedures in relation to prospective mergers; created business plans and honed strategic focus; performed joint-venture integration, consulting and **valuation services**; and, conducted audits of various entities in diverse industries, including manufacturing, distribution and service businesses.

Mr. Hammann began his career at **Arthur Andersen**, at the time the **world's largest** professional services firm, where he worked in the **corporate finance, mergers & acquisitions, operational consulting** and audit practices.

Mr. Hammann earned his Bachelor's in Business Administration from the University of Houston, with concentrations in **finance and accounting**, graduating **summa cum laude**. Mr. Hammann is a former **National Merit Scholar** and **Rhodes Scholar Nominee**. He also holds Certified Public Accounting (**CPA – inactive**) and real estate brokerage licenses in the State of Minnesota.