



**Nathan Kaufman** is Managing Director of Kaufman Strategic Advisors. With almost 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 the new post-ACA, MACRA, 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.

Nate is frequently a keynote speaker and facilitates board and management retreats. Given his vast experience with health systems, he will challenge the industry's conventional wisdom when he believes that it is not supported by evidence and/or it will not provide desired results. While his clients may not always agree with his perspective, they appreciate that Nate challenges them so that they will consider different points of view. Nate knows that health systems hunger for realistic strategies (both short term and long term) that are financially feasible and will be supported by the majority of their practicing physicians. Nate is a noted author contributing over 76 articles to healthcare literature. His education credentials include an MS in Health Systems from the Georgia Institute of Technology a...

## Testimonials

“ The retreat went very well. They really felt that your presentation was great --very intense, but, it gave them a real feel for how difficult this stuff is and gave us a sense of a direction-all in all--most comments were that it was the best retreat yet. Thanks. ”

- President & CEO; Northeast Hospital System.

“ Nate, we're putting the finishing touches on a 5% budgeted net income for our FY starting July 1. We just started eICU, have two critical care docs starting in July, a hospitalist program will start in August, and many other items including projecting about 350 surgeries by our CV surgeon (~210-225 hearts). Much of this is due to your retreat last summer. . . . ”

- CEO, 180 bed Midwestern Hospital.

### Nate Kaufman

### Speech Topics

- Peak Performance
- Management
- Healthcare

