



Mark J. Dubow, MSPH, MBA

Director

Mark is a national expert in strategy development for healthcare organizations, with an emphasis on helping providers capitalize on emerging innovations. He has more than 35 years of healthcare consulting experience and has directed engagements for healthcare organizations throughout the nation, including health systems, community and teaching hospitals, academic medical centers, ambulatory care providers, post-acute care organizations, health plans, and physician organizations.

Mark's work focuses primarily on strategy, mergers and alliances, alignment, and enhancing the effectiveness of clinical service lines. His experience includes:

- Determining strategy and the most appropriate model of care to apply as organizations transition from a fee-for-service to a value-based payment environment
- Assisting hospitals and physician organizations in the formation and refinement of integrated delivery systems, including establishing strategies for growth and achieving enhanced alignment among network members
- Determining client need for and benefit of forming strategic partnerships, and evaluating potential candidates
- Enhancing service lines including cardiovascular, neuroscience, oncology, orthopedics, women's services, and behavioral health, among other clinical services; including setting strategies to address innovation and disruption, achieve growth, pursue outreach and establish physician alignment
- Ambulatory care and post-acute care development including strategy, defining service portfolio, site selection, and resource sizing
- Facility planning including "green field" site development and renovation and expansion of existing facilities

Previously, Mark was senior vice president at a nationally recognized healthcare consulting firm, and a leader within the planning and business advisory practice. Prior to joining that firm, Mr. Dubow was the president of another healthcare consulting firm. Before that he was a senior manager in the national healthcare consulting practice of a Big Four accounting firm, where he led the South/West Region of the firm's Accelerated Solutions Services, and was Director, Strategic Planning Services, for the South/West Region.

Mark is a frequent speaker for organizations including the American College of Healthcare Executives (ACHE), Healthcare Financial Management Association, and the Society for Healthcare Strategy and Market Development, among others. He has taught courses on growth and health systems of the future for the ACHE since 1999. Mark has published in books and more than 35 articles on a wide variety of topics.

Mark holds an MBA degree from the University of Michigan, a master's degree in public health, with an emphasis on healthcare planning and policy, from UCLA, and a bachelor's degree in biology from Colgate University.