



Sean Looby, MHA

Manager

Sean assists health care organizations with strategy, financial planning, and mergers and acquisition transactions, as well as physician-hospital alignment arrangements. He has worked with academic medical centers, community hospitals, health systems, post-acute care providers, and health plans.

His experience includes:

- Feasibility studies for new hospitals, hospital expansions, and facility joint-ventures
- Financial projections for hospital acquisitions and transaction due diligence
- Due diligence related to contemplated mergers and affiliation transactions
- Strategic and affiliation planning for healthcare organizations including post-acute providers
- Development and support of physician-hospital alignment efforts, including physician employment, professional services agreements, co-management arrangements, call coverage arrangements, as well as ACOs and CINs
- Physician practice acquisition support, including practice assessments, business valuations, physician compensation design, and other transaction support
- Clinically Integrated Network (CIN) feasibility and development planning

Before joining Veralon, Sean supported efforts related to operational improvement, network development, and strategic planning in the Business Development department of the University of Pennsylvania Health System. He also interned in nursing administration at a rehabilitation hospital, where he assisted with pursuit of Magnet designation and a feasibility study for a respite care program. Sean has several years of experience in financial services operations.

Sean holds an MHA from the Sloan Program at Cornell University, and a BS in Business Administration from the University of Delaware.

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