



Brian Hackman, MBA, MSIS, ASA

Manager

Brian has more than 10 years of healthcare consulting experience, with a focus on financial analysis and valuation advisory services. His clients have included community hospitals, health systems, academic medical centers, and large medical practices, in the western US as well as other states.

His experience includes:

- Business valuations for mergers and acquisitions, including physician practices, hospitals and health systems, independent practice associations, ambulatory surgery centers, imaging centers, and group purchasing associations
- Physician compensation fair market value assessments for on-call, medical directorship, hospital coverage, and service line co-management arrangements
- Physician compensation redesigns
- Development of financial models for business plans, feasibility studies, and strategic initiatives
- Financial and operational performance evaluations for both private and employed office- and hospital-based physician services
- Black box analyses

Prior to joining Veralon, Brian was a manager at a major healthcare management consulting firm, where he led the financial analysis for a wide range of engagements.

Brian also previously consulted with a national operator of government health and human services programs, where he participated in the development and implementation of state Medicaid programs in the mid-western and western United States. These initiatives also included updating or revising Medicaid fee-for-service rate setting methodologies.

Brian is an Accredited Senior Appraiser of the American Society of Appraisers.

He holds a BA from Colby College and an MBA in Finance and Health Sector Management and MS in Information Systems from Boston University.

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