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SullivanCotter Hires Kevin Wilson as Physician Services Practice Leader

February 4, 2016 – Minneapolis – Sullivan, Cotter and Associates, Inc., one of the nation’s leading independent compensation, benefits and human resources management consulting firms, announces the hire of Kevin Wilson as Physician Services Practice Leader and Managing Principal.

A recognized leader in the health care consulting industry for more than 20 years, Kevin has a strong track record of providing strategic direction and management solutions to a diverse variety of health care clients. “Kevin is committed to advancing the relationship between organizations and their physicians, and has an extensive background helping health care organizations nationwide enhance performance, improve outcomes and achieve strategic alignment. Our clients continue to look for ways to stay competitive as the health care industry adapts to new payment and care delivery models, and Kevin’s expertise will serve them well as they navigate this transition from volume to value,” said Ted Chien, President and CEO, SullivanCotter.

In his role as the firm’s new Physician Services Practice Leader, Kevin will play an integral part in advising an increasingly diverse client base on a host of strategic and operational challenges. With a strong focus in both the design and implementation of physician compensation programs, he will also assist clients in service valuation, facilitating fair market value compliance evaluations, developing strategies to promote hospital and physician integration, and incorporating value-based payments into their distribution models.

Prior to joining the firm, Kevin was a Managing Director with Navigant Consulting. As a key leader in Navigant’s Physician Enterprise Solutions practice, he led a number of important national and regional client engagements with provider networks ranging from 100 to 2000 full time employees.

Kevin holds a Master of Business Administration from the J. Mack Robinson College of Business at Georgia State University in Atlanta, GA. He is also a Certified Valuation Analyst from the National Association of Certified Valuators and Analysts.

About SullivanCotter

SullivanCotter is the leading independent consulting firm in the assessment and development of tailored total compensation and reward programs. For more than 20 years, the firm has provided executive, physician and employee compensation and governance counsel to a wide variety of not-for-profit and for-

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profit health care and higher education organizations, public charities, associations and foundations. A recognized leader in compensation benchmarking, trends and analyses, SullivanCotter has also developed the most widely recognized physician and health care executive compensation surveys in the United States. Building from this unparalleled data, the firm works closely with executives, boards and compensation committees to devise innovative solutions to attract and retain talent while satisfying not-for-profit missions, for-profit goals and regulatory requirements.