



# Medicaid BlackBook

## Vendor Review

### Collective Medical Technologies

#### What they do (self-reported)

Care coordination / collab tech / ED utilization management

<b>Year founded</b>	2005	<b>Annual Revenue</b>	estimated @ \$10M
<b># of Employees</b>	estimated @ 100	<b>Category</b>	Tech>Care coordination, UM
<b>Website</b>	<a href="https://www.linkedin.com/company/collective-medical-technologies/">https://www.linkedin.com/company/collective-medical-technologies/</a>		

## OVERALL EVALUATION



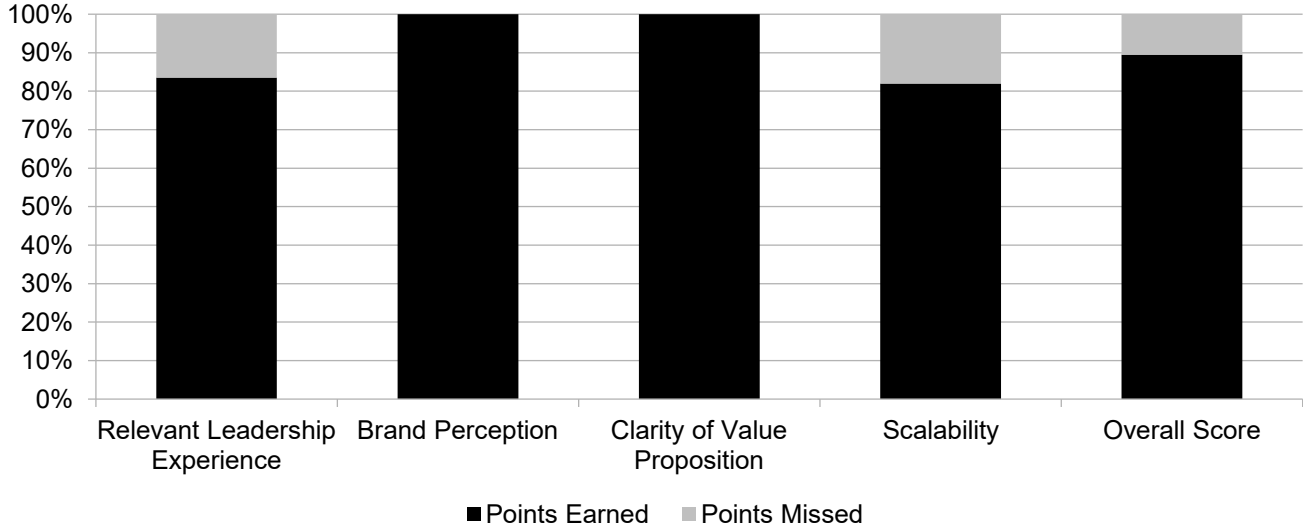
#### Recommended use of ratings

1 or 2 stars: Request client references before beginning discussions. If no references are available, request follow up in 6 months if there is an expected need for solution / servicesHave junior staff review available collateral

3 or 4 stars: Have small team of mid-level staff conduct limited introductory meeting

4 or 5 stars: Have mid-level staff conduct additional vettingInvite vendor for in depth discussion series, including senior staff

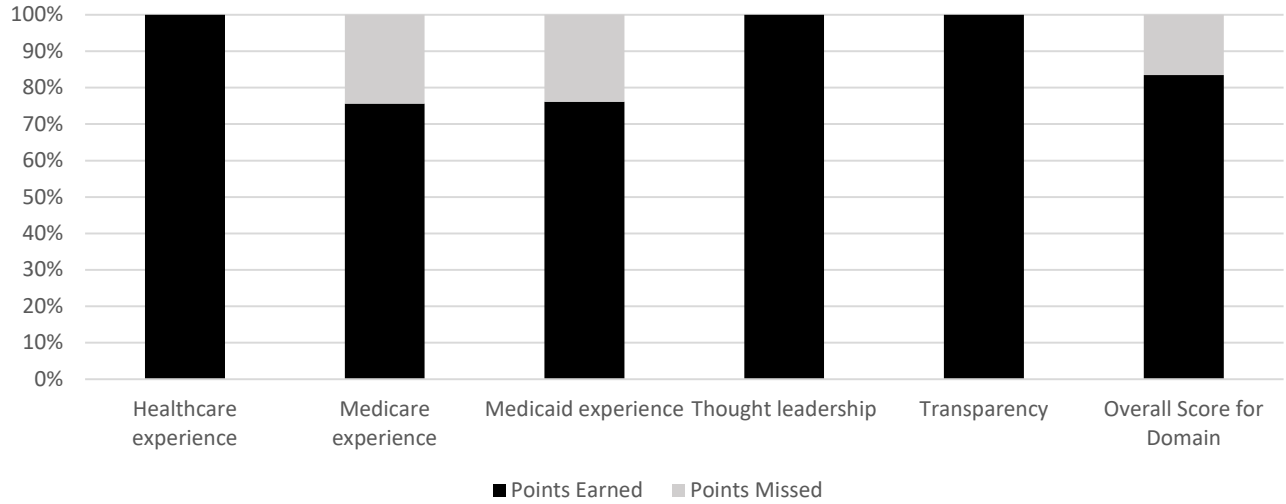
# Overall Scoring



## Overall summary

Established technology company with extensive success stories managing care coordination across multiple settings for complex healthcare needs. Began in Medicaid space.

# Relevant Leadership Experience



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

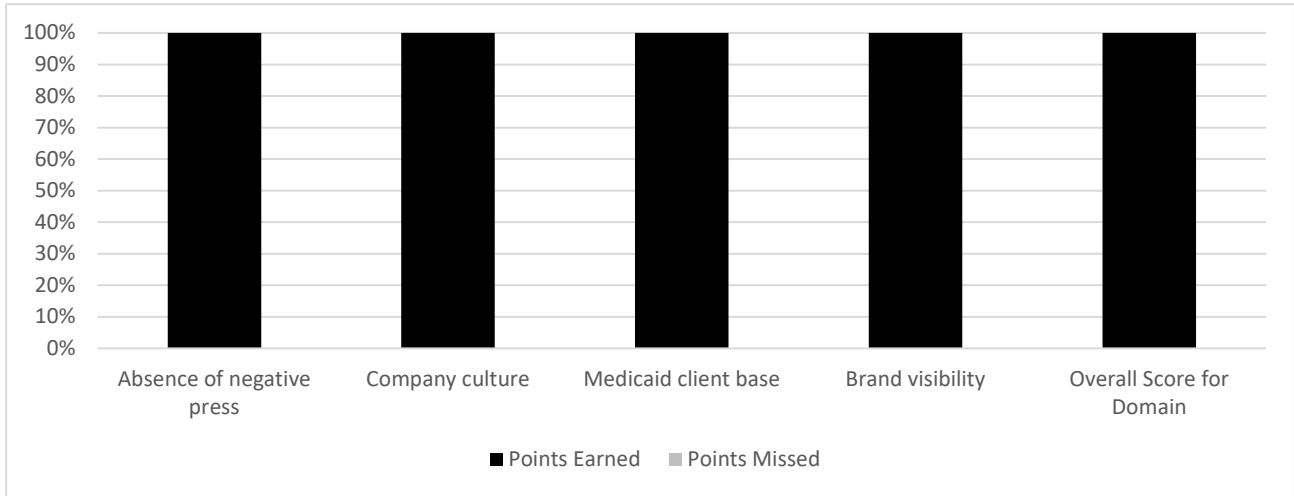
## Analyst Notes

Extremely deep knowledge and track record for Medicaid across leadership team.  
Extensive body of publications related to company efforts in space and impact on outcomes.

## Why this domain matters

- 1) All our clients tell us the number one failure point for new vendor partners is misunderstanding fundamentals of the Medicaid space.
- 2) Many firms misrepresent their understanding of the Medicaid space, usually due to an error of assuming a higher level of similarity to commercial and Medicare than is merited.

# Brand Perception



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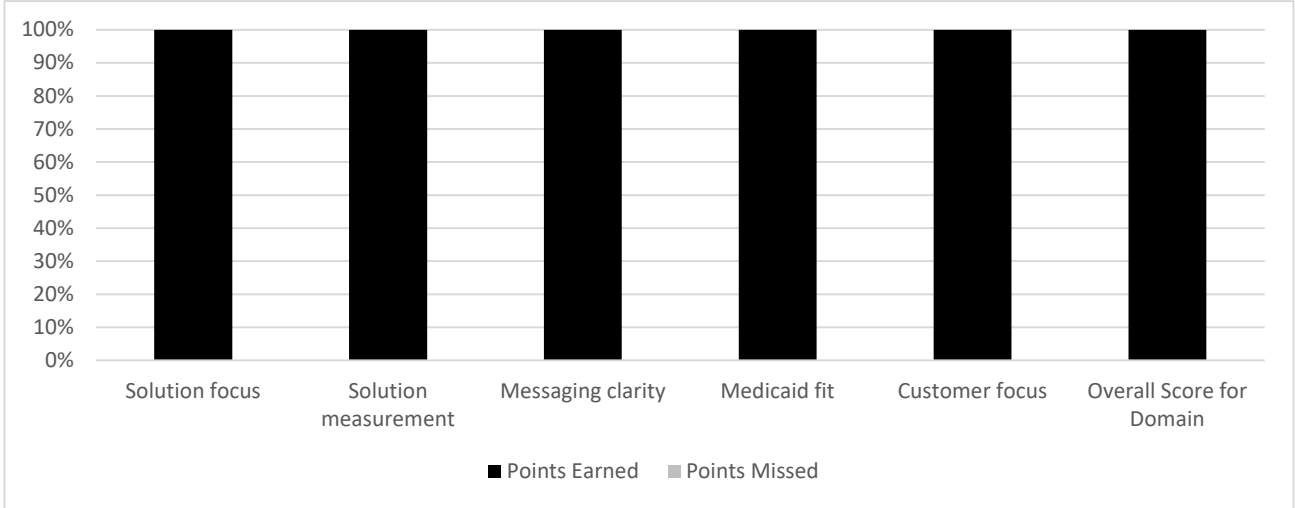
## Analyst Notes

- Established Medicaid client base
- Average 4.8 reviews on Glassdoor (healthy company culture)
- Extensive publications on success of solutions

## Why this domain matters

- 1) Vendors must work to create a perception of their value. You need an independent assessment of what the marketplace thinks of the organization and its solutions/ services.
- 2) Many large partnering mistakes could have been avoided by simple screens for things like lawsuits and negative press.

# Clarity of Value Proposition



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

## Analyst Notes

Extensive studies of impact of solution on ED rates, quality outcomes, clinical and administrative cost savings

High profile evaluation of solution conducted by state of Washington

## Why this domain matters

- 1) There are many non-unique solutions in the Medicaid space. It is important to quickly understand uniqueness so you can accurately evaluate your options.
- 2) The ability to tie solutions to specific outcome metrics is increasingly important in Medicaid payment systems. General calculations of "ROI" are insufficient.
- 3) Medicaid markets require solutions that are specific to the Medicaid space. Attempting to use a solution that was developed in another payer space without appropriate customization for Medicaid will create

# Scalability



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

## Analyst Notes

- 75% of mid-level management staff have 10+years experience
- 75% of product / operational staff have 10+years experience
- Substantial staffing growth past 2 years in non-sales roles

## Why this domain matters

1) Most of the vendors we review are in earlier stages of their journey. They may or may not be equipped to take on a much larger project or client.

# Funding Model

Note: This domain is not scored and is provided for context only.

**Model / Stage**

Venture Capital / Series A

**Latest funding round**

Nov-17

**Total funding**

\$48M

## Why this domain matters

- 1) Many of our subscribers tell us that the type of funding model for the vendor plays a significant role in their strategy and the way they manage client accounts.
- 2) Our investor subscribers prefer a quick view of how the vendor is financed so that they can understand how this vendor compares to other portfolio companies.

# Leadership Profiles

**Chris Klomp**  
CEO



LinkedIn Profile/Bio

<https://www.linkedin.com/in/cklomp/>



**Partner**

Endurance Companies  
Apr 2016 – Present · 4 yrs 7 mos  
San Francisco, California, United States



**CEO**

Collective Medical  
Jun 2014 – Present · 6 yrs 5 mos  
Greater Salt Lake City Area



**Vice President, North American Private Equity**

Bain Capital, LLC  
Sep 2007 – Jun 2014 · 6 yrs 10 mos  
Boston, MA



**Co-Founder**

BlackSwan Neuro  
Sep 2010 – Sep 2011 · 1 yr 1 mo  
Palo Alto, CA



# Leadership Profiles

**Jim Lacy**  
President



LinkedIn Profile/Bio  
<https://www.linkedin.com/in/lacyjim/>



**Board Member**  
VisiQuate, Inc.  
Mar 2020 – Present · 8 mos



**Board Member**  
Ontario Systems · Contract  
Mar 2020 – Present · 8 mos



**Board Member**  
Marketware, Inc  
Oct 2019 – Present · 1 yr 1 mo




**President & COO**  
Collective Medical  
Feb 2019 – Present · 1 yr 9 mos

# Leadership Profiles


**Ben Zaniello**  
Chief Medical Officer





LinkedIn Profile/Bio  
<https://www.linkedin.com/in/benjamin-zaniello-md-mph-82642778/>

 **Infectious Disease, COVID-19 Response**  
Intermountain Healthcare · Part-time  
Apr 2020 – Present · 7 mos

 **Infectious Disease Physician**  
People's Health Clinic · Part-time  
Feb 2019 – Present · 1 yr 9 mos

 **Chief Medical Officer**  
Collective Medical Technologies, Inc.  
May 2016 – Present · 4 yrs 6 mos

 **Providence Health & Services**  
4 yrs 4 mos

 **Clinician and Physician Advisor, Venture**  
May 2016 – Dec 2018 · 2 yrs 8 mos

# Leadership Profiles

**Adam Green**  
Chief Technology Officer



LinkedIn Profile/ Bio  
<https://www.linkedin.com/in/adam-green-0348b41/>



**Founder & CTO**  
Collective Medical Technologies  
Aug 2005 – Present · 15 yrs 3 mos  
Salt Lake City



**Senior Process Engineer**  
Dell  
May 2011 – Jun 2012 · 1 yr 2 mos  
Austin, Texas Area



**Web Product Manager**  
National Instruments  
Jun 2007 – May 2011 · 4 yrs  
Austin, Texas Area



**Software Engineer**  
Persona LLC  
May 2005 – Mar 2006 · 11 mos