

access
health CT[®]

small business

Advisory Committee

April 9, 2019



Agenda

- D.C. Visit Recap
- SHOP Strategy Development Team Introductions
- Working Session for Committee

D.C. Visit Recap

James Michel, Tony Crowe, John Carbone

SHOP Strategic Development Team

- **BJM Solutions**
 - Dr. Fred McKinney
 - Dr. Gerald Jaynes
- **Mintz + Hoke**
 - Amanda Garner
 - Kara Mitchell



A healthy discussion on strategic services.



Mintz + Hoke



47 years old

54 M+H'ers

31 clients

12 years client tenure

4x Top Workplace



Strategic planning process.



SHOP Strategic Development Goals

- Develop a detailed strategy to:
 - Build enrollment in SHOP by 200-400% over 2 years
 - Implement a business development approach
 - Identify operational and internal efficiencies to address the Exchange's ability to grow
 - Understand what types of ancillary products AHCT should sell through a subsidiary

Working Session

Adjournment