



Marie Zimmerman

Vice President, Medicaid
Transformation and Financing

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Marie Zimmerman joined Harbage Consulting in March 2020 as Vice President for Medicaid Transformation and Financing. Marie works closely with clients on a range of issues related to delivery system and payment transformation, managed care, and other key Medicaid initiatives that improve health outcomes in states across the country. She is also leading the firm's business development efforts to expand existing and build new relationships across Minnesota's health care system.

Marie has devoted more than a decade to public-sector health care leadership in Minnesota, spearheading critical reforms and innovations that have been emulated nationally. Marie most recently served her second tour as Assistant Commissioner of Health Care and State Medicaid Director, after also serving in the role from 2014 - 2018. Marie led the strategic vision, as well as the core business functions, of Minnesota's Medicaid program, the Basic Health Program (BHP), and MinnesotaCare, which totals over \$12 billion annually and provides health coverage to 1.2 million Minnesotans.

During Marie's tenure, the state saved over \$1.5 billion in managed care reform and purchasing, including more than \$270 million related to improved health outcomes for Medicaid enrollees through an accountable care model called Integrated Health Partnerships; a collaborative, patient-focused approach to delivering care while lowering costs. In addition, Marie managed the successful implementation of the Basic Health Program that provides affordable and comprehensive coverage for lower-income Minnesotans that do not qualify for Medicaid. She also developed the first comprehensive, data-driven report and dashboard, Medicaid Matters. Marie developed and implemented a uniform preferred drug list, saving over \$30 million per year in improved prescription drug pricing and rebates. Finally, she played a key leadership role in the extension of Minnesota's health care provider tax that brings in \$700 million per year in revenue. Finally, Marie secured CMS approval for the extension of Minnesota's Certified Community Behavioral Health Clinic (CCBHC) demonstration and Substance Use Disorder Section 1115 waiver, as well as a new housing stabilization service.

Marie also served as a Vice President at Hennepin Healthcare, providing strategic leadership across the county and health system on government programs. Prior to her service as Medicaid director, Marie acted as the Minnesota Department of Human Services Health Care Policy Director, where she led initial efforts to reform health care purchasing, moving the state toward a pay-for-value model, as well as other leadership roles in Medicaid managed care, legislation and budget.

Marie received the Women in Health Care Leadership Award from the Women's Health Leadership TRUST and was a Medicaid Leadership Institute Fellow with the Robert Wood Johnson Foundation. She has also served on several boards and executive committees, including for the National Academy for State Health Policy, the National Association of Medicaid Directors, Second Harvest Heartland, and Minnesota Community Measurement. Marie holds a Master of Public Policy degree from the University of Minnesota's Humphrey School of Public Affairs and a bachelor's degree in economics and political science from the University of St. Thomas in St. Paul, Minnesota.

At the intersection of health care policy, politics and communications.