

**NAME:**

Michael Jenike

TITLE:

President & CEO

EDUCATION:

Master's in Hospital
Administration
Xavier University

**PROFESSIONAL
BACKGROUND:**

Hospital Administration

RECENT ACHIEVEMENT:

GM&A Selected by Newt
Gingrich's Center for
Health Transformation as a
"Transforming Example"

**COMPANY PRESIDENT
OF MEDICAL
ADMINISTRATION:**

David Herbert, M.D.

MISSION STATEMENT:

"Accountability promotes
quality."

CONTACT:

Mary Orms, Sr. V.P.
817.523.2124

ADDRESS:

5301 Knickerbocker Rd.,
Suite 100, San Angelo, TX 76904
www.gma-usa.com



PROFILE

In 1999, a large employer asked Michael Jenike to take a look at the company's self-funded health plan to see whether anything could be done to reverse the alarming, upward cost trend. At the time, Jenike was in the business of running profitable hospitals and therefore, intimately involved in negotiating network rate contracts with national carriers and Third Party Administrators who offered Managed Care products. As a result, he knew he could help the company seeking assistance simply by negotiating direct contracts with service providers. Since that time, this large employer and several others have each realized a 7-digit cost reduction of health plan expenditures without cutting employee benefits.

"The first step in giving employer-consumers the power to control health care costs and quality," explains Jenike, "is to understand that health care is a business that will respond to market forces. The second step is willingness to allow genuine competition to work. GM&A is owned and operated by health care insiders who have enjoyed successful careers in both the business and clinical aspects of health care delivery. Our first-hand knowledge and experience have prepared us to 'level the playing field' by negotiating rates that are fair for service providers and employers."

Jenike notes qualifying employers have a few things in common:

1. A self-funded health plan or ability to become self-funded;

2. At least 1 geographic location area with a concentration of 500+ employees;
3. A competitive health care marketplace (2 or more full-service hospitals);
4. A financial interest in reducing health plan costs;
5. A desire to preserve benefits and contribution levels.
6. A goal to have a genuine partnership with health care providers.

"GM&A is partnering with The Seller's Group LLC of The Woodlands, to market our services concept to the Houston area," Jenike states. "Together, we represent qualified employers in competitive negotiations that result in client-specific provider networks that help client companies reduce costs and gain control over their plan expenditures, while reducing out-of-pocket expenses and preserving benefits for employees.

"Our compensation is based strictly on plan performance," he continues, "So our team reviews and/or audits all claims for accuracy of paying, billing and reporting. If actual plan costs for our clients do not decrease, GM&A does not get paid.

"We offer a real, proven solution to those who want to fix a broken system," asserts Jenike. "Using competitive, fixed rate, direct contracting to build custom provider networks gives employers with self-funded health plans control over the way they purchase health care. GM&A's health care insiders have crafted a viable solution for employers that will ultimately make health care better and more affordable for everyone."