



MISSISSIPPI DIVISION OF
MEDICAID

December 15, 2021

Evaluation Committee

RFQ #20210813

Pharmacy PDL, SR, Rate Setting and Programmatic Review and Assessment of Core Components

The following individuals served on the evaluation committee for RFP #20210813 based on knowledge and expertise related to the operation and oversight of the Pharmacy Program:

Terri Kirby – Pharmacy Director, Office of Pharmacy

Christopher Yount – Staff Officer III, Office of Pharmacy

Gail McCorkle – Pharmacist III, Office of Pharmacy

Dennis Smith – Pharmacist III, Office of Pharmacy

Richard Manning – Director of Hospital Programs, Office of Reimbursement

Shanda Boarden – Medicaid Nurse Bureau Director, Office of Medical Services

Laura Sue Reno – Medicaid Nurse Bureau Director, Office of Program Integrity

Keith Heartsill – Contractor, Office of Financial Reporting*

* Consulted during the review of the audited financials; See attached educational and professional qualifications and practical experience.

A. KEITH HEARTSILL, CPA, FHFMA

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EDUCATION:

University of Alabama, Tuscaloosa, Alabama
1989, Master of Business Administration
University of West Florida, Pensacola, Florida
1979, Bachelor of Arts in Accounting

EXPERIENCE:

November 2014 to Present

MISSISSIPPI DIVISION OF MEDICAID, Jackson, Mississippi
Healthcare Financial Consultant, Owner – Cornerstone Healthcare Financial Consulting, LLC
Responsibilities: Working under contract performing various financial analyses of accounting systems, budgets, provider reimbursement and other financials for the managed care contracts and related services.

August 2012 to November 2014

ANDERSON REGIONAL MEDICAL CENTER, Meridian, Mississippi
A 400 bed general acute-care, private hospital
Chief Financial Officer/VP – Finance
Responsibilities: Oversight of all financial operations for the system and subsidiaries including accounting and audit, financial reporting, budgeting, Revenue Cycle, coding, clinical documentation, case management and materials management. Had seven director level positions reporting to me. Subsidiaries include Anderson Physician Alliance, Anderson Hospital Providers and Anderson Anesthesia Providers. The attached document highlights some significant accomplishments during this tenure.

November 2002 to August 2012

GRENADA LAKE MEDICAL CENTER, Grenada, Mississippi
A 156 bed general acute-care, county hospital
Chief Financial Officer
Responsibilities: Oversight of all financial operations including financial reporting, budgeting, cost reporting, accounts receivable, accounts payable, payroll, medical records, materials management and information systems. Had four director level positions reporting to me.
During my tenure upgraded EHR system to meet meaningful use standards, oversaw financing and building of a new \$18,000,000 addition and worked with administration to expand services especially with new physician operations.

April 2000 to November 2002

LANE MEMORIAL HOSPITAL, Zachary, Louisiana
A 135 bed Service District hospital of East Baton Rouge Parish.
Chief Financial Officer
Responsibilities: Same as CFO position at GLMC above.

February 1998 to April 2000

CARRAWAY AFFILIATED HEALTH SERVICES, INC., Birmingham, Alabama, *Controller*
Responsibilities: * Financial oversight of Clinic Operations, Home Health Service, Conference Center and Emergency Physicians Network.
Responsibilities include the supervision and financial analysis of monthly financial closings, annual budgeting, forecasting and special analyses for

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twenty-one clinics, clinic home office, Central Billing Office and the other entities. Work with Senior Management in pro-forma preparation for clinics and other new ventures.

July 1997 to January 1998

MONTEAGLE CORPORATION, Birmingham, Alabama

Director of Consulting

Responsibilities:

* Use of specialized skills and expertise reviewing financial and information management needs of clients. Software products were developed based on this analysis.

February 1990 - July 1997

METHODIST MEDICAL CENTER, Jackson, Mississippi

A subsidiary of Methodist Health Systems, Memphis, Tennessee

Vice President of Finance

Responsibilities:

* Financial oversight of three hospitals, including the main tertiary facility of 409 beds, fifteen physician clinics, and home health agency.

* Administrative head of Accounting, Business Office, Medical Records, and Materials Management.

Accomplishments:

* Reviewed and acquired physician clinics.

* Received excellent audit results consistently.

* Reduced bad debts while lowering accounts receivable days from 99 to 71.

* Achieved excellent JCAHO outcomes in Medical Records by introducing innovative completion policies.

September 1984 - February 1990

SHELBY MEDICAL CENTER, Alabaster, Alabama

A 210 bed acute care general, county hospital

Assistant Administrator of Finance/CFO

Responsibilities:

* Financial operations including General Accounting, Patient Accounting, Medical Records, Data Processing, Purchasing, and Social Services.

Accomplishments:

* Increased investments from \$4 million to \$23 million.

* Revised investment policy, which assisted improved investment performance.

* Wrote RFP, analyzed the market and implemented new hospital wide computer system.

* Successfully completed financial feasibility for cardiac cath CON and bond refinancing.

September 1979 - August 1984

HUMANA, Inc.

Joined Humana right out of college, where I worked in a two-year financial management training program. Progressed through various hospital assignments to the position of Chief Financial Officer, Humana Hospital Enterprise, Enterprise, AL

MEMBERSHIPS AND ASSOCIATIONS:

* Fellow, **Healthcare Financial Management Association**

* Member, **American Institute of Certified Public Accountants**