

Jacob Luria

William Blackmer
City of Somerville, OSPCD
93 Highland Avenue
Somerville, MA 02143

William and Team – thank you for the opportunity to support the Somerville Job Creation and Retention Trust Committee (Committee). I am an 11 year resident of Somerville with a [REDACTED] School in [REDACTED] grade. As my wife and I continue to lay roots in Somerville and I continue to grow N1 Health – the 55 person business I founded 5 years ago, I look forward to playing a role in Somerville’s continued efforts to maintain a strong labor force. Please find my answers below and resume attached.

Questions for Somerville Job Creation and Retention Trust Committee Applicants

1. What is your connection to a Somerville business? What is your experience with hiring locally? Detail your/your organization’s experience hiring individuals from diverse backgrounds (including individuals without post-secondary education, individuals who speak English as a second or other language, individuals from low-income backgrounds, individuals from underrepresented racial and gender backgrounds, etc.

My experience in hiring locally is focused on building N1 Health – a predictive AI platform that supports Medicaid health plans meet their members where they are. Prior to starting N1 Health, I had interim leadership roles building Medicaid health plans in Atlanta and Cleveland markets hiring up to 350 people for each health plan. Through this effort I have hired at all levels (admittedly more often at the BA, Graduate, Certificate education level) but in meeting the demographics of the members served by health plans we grew staff through outreach campaigns, training efforts, and significant post conviction job training programs.

2. What has been your interaction with the workforce development system, agencies, or nonprofits as a job seeker, employer, professional, or other stakeholder?

My primary effort has been working regulators within State Medicaid offices to meet compliance goals, regulatory approvals, and grant / onboarding milestones to maximize in-state benefit for out of state companies moving into new areas.

3. Have you served on a nonprofit board or governmental advisory committee in the past or currently? If so, what is one lesson you would take from that experience to the Job Creation and Retention Trust Board of Trustees?

No I have not. I have served on 5 Medicaid health plan boards and as board chair of a 501c3 focused on attaching alumni of Carleton College (where I went to school) to jobs with annual fundraising budget of over \$220k. The biggest lesson from working with diverse boards (including with religious, union, and community stakeholders) is to be extraordinarily clear with objectives, alignment of tactics to objectives, and do not think of service on a board as “representative” – I would not join this Community as representing local entrepreneurs but to serve the Community’s employment and labor force targets.

4. What do you believe is the biggest threat facing the regional labor market in the next 10 years?

I believe the combination of high wage jobs and low housing stock available is making the non-high skilled job market untenable.

5. What do you believe is the most urgent issue facing job seekers or employers today that the Job Creation and Retention Trust could address?

I believe the most urgent issue is the disparity of gains in the economy going to shareholders and the individuals with capital versus non-high skilled workers. I believe this can be addressed through enhanced training, benefit programs, and ancillary benefits for low-wage professions to add additional non wage economic and non economic benefit.

Thank you,



Jacob Luria

Jacob Goldstein Luria

Founder and President, N1 Health (f/k/a Algorex Health), Boston, MA

2017-Current

N1 Health is a leading predictive AI platform to make healthcare a great consumer product through deep personalization. Jacob is the President and Founder of N1 Health. In this role, he leads strategic positioning, growth, product development, client satisfaction and on-going innovation. Jacob founded N1 Health (formerly known as Algorex Health Technologies) with a belief that population health is more than care management and that the orchestration of non-clinical interventions at scale is a core tenet of population health. The north star of N1 Health is to use AI to drive member engagement strategies as close as possible to n-of-1 or personalized interventions

Senior Manager, ECG Management Consultants, Boston, MA

2013-2016

ECG is a national healthcare consulting firm (220 consultants; 9 offices) that provides a broad range of strategic, management, finance, and IT-related services to academic medical centers; hospitals/ health systems and physician organizations. Jacob's experience at ECG was to build and lead an insurance services practice of ~\$10m run rate with primary responsibilities for strategic direction and revenue growth.

He led initiatives with organizations to support strategic responses to current health trends with multi-organization state-wide enterprises. Most recently supporting a managed Medicaid plan through the development of an ACA Exchange / Medicaid member engagement program and the implementation of a care model and technology suite across 11 organizations serving 1.2m patients. In these roles he proved the ability to drive complicated change initiatives with leading organizations through internal approval processes with senior leadership teams and boards of directors. This experience has helped to understand the complete picture of how financial sustainability is the necessary catalyst to create sustainable gains and appropriately change behavior throughout an organization. Key responsibilities are the strategic planning, budgeting, and implementation of proposed solutions. Recent projects include the following:

- » Provider-organization development. Responsible for alignment of a small health system with 4 large multi-specialty provider organizations to achieve clinical integration and Medicare MSSP development.
- » Statewide 11-health system affiliation, clinical integration, and shared services development through a population health services organization. Responsible for shared services evaluation and realization – primarily in IT and group-purchasing.
- » Provider-owned health plan turnaround. Responsible for premium development, medical management optimization, claims processing operational improvement, staff evaluation, and health system alignment to drive Medicare Advantage enrollment and data available to providers.

- » Managed Medicaid organization. Responsible for churn / transition program drastically reducing gaps in care for > 2mil Medicaid members across 3 states while increasing quality adherence.
- » Managed Medicaid organization. Responsible for value-based environmental responses including pay-for-performance and global payment program development for Exchange and MA members.

Vice President of Ambulatory Programs, Arcadia Solutions, Burlington, MA 2007-2013

Arcadia Solutions is a national healthcare consultancy that works exclusively with provider organizations to create networks that realize gains in advanced payment models. Arcadia's three services lines of Infrastructure, Practice Transformation (incl. EHR), and Analytics have successfully increased provider performance on all relevant measure sets such as ACO, PCMH, MU (1&2), provider satisfaction, and total medical expense reduction.

In this role, he oversaw a \$12m EHR and Practice Transformation Service Line from a business development, delivery quality, and product development perspective. He managed a team of 2 sales staff and 3 delivery directors. Responsibilities included lead generation, portfolio management, offering development, national campaign management, thought leadership, staff training, and staff development.

Prior Roles at Arcadia: Principal Consultant (Q3 2010 – Q3 2011), **Senior Consultant** (Q3 2009 – Q3 2010), **Consultant** (Q4 2007 – Q3 2009).

Education

Carleton College, *Northfield, MN*

Publications

"Think small: mining little data," by Jacob Luria and Michael Duffy, The Health Leadership Forum by athenaHealth (<http://www.athenahealth.com/leadership-forum/>), August 2014.

"Enterprise Performance Improvement Strategies and Contemporary Compensation Models," Healthcare Financial Management Association (Northeast New York Chapter), April 2014.

"Specialty ACOs: The Next Step in Accountable Care," by Heather Punke, Beckers Hospital Review, March 2012.

"Value and Vision of Meaningful Use," Healthcare Financial Management Association (MA/RI Chapter), August 2010.