

**Thomas Zachary, MA**  
Director of Revenue Development  
Hennepin County Medical Center

Zachary leads Hennepin County Medical Center's (HCMC's) health care reform and accountable payment initiatives, including two Medicaid demonstration projects with the Minnesota Department of Human Services: Integrated Healthcare Partnerships and Hennepin Health, a nationally recognized safety net accountable care organization focused on innovative approaches to improving the health outcomes of Medicaid expansion populations. He also oversees third-party payor contracting for HCMC and engages health plans in alternative payment models for state program recipients.