

## Gregory J. Herrle

FSA, MAAA  
Consulting Actuary



### CURRENT RESPONSIBILITY

Greg is a consulting actuary with the Milwaukee office of Milliman. He joined the firm in 2012.

### GENERAL EXPERIENCE

Prior to Milliman, Greg worked for a number of years for a small health consulting firm. His areas of expertise are managed healthcare programs, including Medicare Advantage (Parts A/B and D) and Medicaid.

In addition to government programs, he has worked with provider organizations to develop utilization and cost benchmark projections and provide fee schedule comparisons. He has also assisted clients in reviewing and developing custom forecasting and pricing models to fit their specific business needs.

### MEDICARE ADVANTAGE EXPERIENCE

Greg's primary area of expertise is the Medicare Advantage program. He has spent considerable time consulting to Medicare Advantage organizations, ranging from local start-up plans to large national organizations. Specifically, he has assisted with strategic planning, benefit design, product development and feasibility analyses for new and expanding Medicare Advantage organizations, as well as bid development.

Greg's prior experience, which included working on behalf of CMS on desk reviews and audits, allows him to provide additional insight to his clients in preparing responses to questions from current CMS reviewers.

### PUBLIC PROGRAM CONSULTING EXPERIENCE

In addition to working with Medicare Advantage, Greg has spent significant time working with Medicaid healthcare programs, both from a state and managed Medicaid plan perspective. He has assisted clients on multiple Medicaid issues, including:

- Assisting in the Medicaid rate setting for the New Hampshire Department of Health and Human Services
- Preparing analyses to respond to Medicaid MCO concerns regarding capitation rates
- Implementing risk adjustment models in new managed Medicaid programs
- Assisting new and existing MCOs evaluate state Medicaid rates by creating analogous rate ranges
- Attending state rate hearings on behalf of MCOs to better understand underlying capitation rate development assumptions
- Assisting local providers understand the implications of the Dual Demonstration

### PUBLICATIONS AND PRESENTATIONS

- *State of the 2014 Medicare Advantage Industry*, Milliman Insight (co-author)
- *Medicare Advantage Revenue – Understanding the Factors Driving Change*, 2014 SOA Health Meeting (co-presenter)
- Additional available upon request

### PROFESSIONAL DESIGNATIONS

- Fellow, Society of Actuaries
- Member, American Academy of Actuaries
- Fellow, Conference of Consulting Actuaries

### EDUCATION

- B.A., Boston College

