

Gay Casey



MANAGING DIRECTOR

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SERVICES

- HEALTHCARE
- PERFORMANCE IMPROVEMENT
- LABOR AND EMPLOYMENT
- HEALTHCARE POLICY AND REFORM

EDUCATION

- UNIVERSITY OF PENNSYLVANIA, WHARTON SCHOOL OF BUSINESS, CEBS
- HENDERSON STATE UNIVERSITY, MARKETING STUDIES

Gay Casey is a Managing Director in BRG's Hospital Performance Improvement practice and a recognized expert in healthcare performance improvement. Over the past 15 years, she has assisted hospitals and health systems throughout the country improve their operating margins and overcome financial challenges. Before joining BRG, Ms. Casey was a senior leader with a national publicly traded consulting firm and served on the non-labor management team for six years. As an engagement director, Ms. Casey has led successful engagements in large academic medical centers and integrated delivery networks as well as community and critical access hospitals.

Recent experience includes a comprehensive performance improvement and integration engagement for an Integrated Delivery Network, with over \$1.2 million in annual net revenue. The network was comprised of five hospitals, a 300 provider physician practice, a large health plan and multiple ambulatory and out-patient services/sites. The engagement focused on reducing cost by approximately \$65M through maximizing integration opportunities, including a leading edge referral program, and traditional performance improvement methodologies around labor cost, supply cost and revenue cycle improvements.

Prior to specializing in healthcare, she was the chief executive officer and owner of a large regional human resource consulting and staffing firm. As a specialist in human resource, benefit, and recruitment consulting, Ms. Casey has developed value based workforce solutions for healthcare systems throughout the United States. She has been recognized for her expertise in effectively aligning workforce strategies with a healthcare organization's financial objectives. Gay has substantial experience implementing performance improvement opportunities in highly unionized environments. A recent example included a hospital with 8 unions and 13 bargaining units where her team was able to successfully implement \$25M in comp and benefits improvement.