

# XtraGlobex Inc.

**XtraGlobex, Inc.** has assembled a talented team of subject matter experts to help you prepare to meet the challenges of managed care while meeting the objectives of your organization. With advanced degrees and certifications from Nursing to JD to MBA to PhD and over a century of experience interacting with state and national policy makers, advancing and shaping independent and long term living programs as well as successful business ventures, we bring an unparalleled data-driven skillset to agencies serving the most vulnerable populations.



**Fady Sahhar, PhD.** is President of XtraGlobex Inc, a consultancy supporting healthcare organizations across all aspects of strategy, policy, communications, technology, and globalization. He has successfully steered numerous companies and organizations through the sea change in philosophy and practice that MLTSS has brought to service delivery for seniors and others living with a disability.

As Chief Administrative Officer with the country's largest Center for Independent Living, Liberty Resources in Philadelphia, Fady was responsible for fiscal and financial operations, IT, facilities, and back office support for five separate entities serving more than 7000 clients annually. He led strategy and quality management for the company's involvement in Baldrige Pursuit of Excellence activities, and launched the Transitions to Freedom campaign. With over 30 years of senior management experience with multinational companies including Sara Lee, Mobil Oil, Progressive Insurance, and Transitions Optical among others, Fady was responsible for new product development, strategic planning, marketing management, and global sales. He has developed a number of global communications networks, launched products in over 45 countries, and managed a number of branded patented products.



**Joan W. Martin** has an extensive background in home and community-based services to children and adults with disabilities and seniors.

As Executive Director of United Cerebral Palsy of PA, Joan provided state level advocacy on disability issues and administered the Policy Information Exchange grant of the PA Developmental Disabilities Council. Active on many disability service advisory bodies, she's contributed to the Disability Budget Coalition for over 20 years and is currently the convener. At Wojdak Government Relations, she addresses state level policy and funding issues on healthcare, assistive technology, physical and intellectual disabilities, and aging services. Joan also consults for human service organizations on strategic planning, organizational change, budget analysis and advocacy, responds to regulatory issues, provides technical assistance on Medicaid rates, and preparing for MLTSS. She is a registered PA lobbyist.



**Alissa Eden Halperin, JD** is a national expert in Medicaid Managed Long-Term Supports and Services and in Medicare-Medicaid Integration.

She is currently sole consultant in the development and drafting of CMS' "Guidance to States using 1115 Demonstrations or 1915(b) Waivers for MLTSS Programs" which has since been incorporated into the new Medicaid Managed Care regulations. For the NY State Department of Health, Alissa is sole consultant in developing and implementing its Financial Alignment Initiative (or "Duals Demo"). She is also the RFP and Agreement drafting consultant for the PA Department of Human Services for its Community HealthChoices MLTSS program. As principal consultant at Halperin Butera, she has also consulted for the NYS Office For Aging, the PA Office of Long Term Living, the PA Department of Aging, the Center for Advocacy for the Rights and Interests of the Elderly, and state and national non-profits that include the AARP Public Policy Institute.



**Terri Bowes, RN** is owner and CEO of Pro Care Consulting, a woman-owned, woman-controlled business certified by NWBOC.

She brings deep expertise in planning, implementing and overseeing all aspects of MLTSS integrated into managed care organizations across NY, Tennessee, NJ, New Mexico, Delaware, and Florida. Clinical and subject matter expert for preparation of program selection and implementation of the integrated "Employment and Community First" CHOICES program for I/DD membership into LTSS in Tennessee. She excels at creating and executing processes and Operational Excellence initiatives, while enhancing performance, improving quality, reducing costs, and generating sustainable revenue. Terri is an accomplished clinical and operations executive as well as a registered nurse, certified case manager, and a Professional for Academy Healthcare Management.

***XtraGlobex, Inc. is a Certified Women Business Enterprise and a Disabled Business Enterprise.***

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