

## SOPHIA TRIPOLI

**PROFESSIONAL EXPERIENCE**

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**FAMILIES USA***Director, Center for Affordable Whole Person Care*

Washington, DC

October 2022 – present

- Develop and lead Families USA's Center for Affordable Whole Person Care focused on building a national health care value movement to redesign the economic incentives of US health care payment and delivery to ensure health and affordable, quality, equitable care for all.
- Lead Families USA's portfolio on health care value issues including health care economics and financing, market competition and pricing, price and data transparency, and payment and delivery system reform across Medicare, Medicaid and private insurance.

**Responsibilities include:**

- Establish strategic direction of the Center and health care value movement; policy development, analysis and writing of regulatory comments, issues briefs, white papers, reports and fact sheets; provide technical assistance to policymakers in Congress, administration and states; build coalitions to advance consumer-driven policy agendas; develop and maintain strategic national and state partners.

*Director, Health Care Innovation*

September 2017-October 2022

**Responsibilities included:**

- Develop and lead Families USA's portfolio on health care value including health care financing, payment and delivery reform and initiatives to address US health care spending and cost containment approaches.
- Built and lead the Consumers First coalition: An initiative that brings together the interests of consumers, employers, labor and primary care to redesign the fundamental economic incentives in the health care system that drive high cost, low quality care.
- Development of legislative policy priorities including on issues related to increasing health care market competition; price and quality transparency; lowering prescription drug costs; health workforce.
- Lead author of federal comment letters on hospital and physician payment regulations, price transparency regulations, data sharing and interoperability regulations.
- Developed of a statewide roadmap to advance health equity in California's health system transformation efforts.
- Drafted and built the COVID-19 Health Care Response and Resiliency Program – a program designed by Duke Margolis Center for Health Policy and Families USA to provide financial relief to health care providers fighting COVID-19 and a pathway to increase uptake of alternative payment models across the health care system.
- Managed the Medicaid expansion ballot initiatives and subsequent campaigns in Idaho, Nebraska, Utah that passed at the ballot in the November 2018 elections.
- Lead the efforts to implement Medicaid expansion in Idaho, Nebraska and Utah including leading a national coalition of organizations focused on implementing Medicaid expansion.
- Represent Families USA on the Health Care Transformation Task Force as Co-Chair of Policy Workgroup; the Health Care Payment and Learning Action Network's Accountable Care Action Team; the National Advisory Committee for the National Center for Complex Health and Social Needs.
- Serve on various technical expert panels including NQF's Same-Day Access Primary Care Initiative, PCORI Telehealth Under COVID-19, Health Affairs Planning on Health Care Prices and Spending for Privately Insured.

**CENTER FOR MEDICARE AND  
MEDICAID INNOVATION (HHS/CMS/CMMI)  
State Innovation Group**

Baltimore, MD

February 2016 – September 2017

*Social Science Research Analyst – GS-13*

Operated as a Project Officer to manage and oversee State Innovation Model Awards (SIM) for Two Round Two Test States (Ohio and Iowa) in the State Innovation Group totaling \$120 million of grant activities; coordinated, planned, and monitored Round Two Test model projects and conducted analysis of state payment reform and service delivery models.

**Responsibilities Included:**

*Ohio and Iowa Responsibilities:*

- Analyzed Iowa's and Ohio's quality, cost and outcomes of the health care programs being proposed under the State Innovation Model Award Model Test, and made recommendations to those states for program improvement around the design features of Patient Centered Medical Homes, Episodes of Care, alert notification systems, Accountable Communities of Health and alternative payment methodologies.
- Analyzed Iowa's methodology for establishing payment reform in their Medicaid ACO model on Total Cost of Care, quality measure alignment and statewide alert notification systems, and provided technical assistance to the state for incorporating program components into Medicaid managed care contracts.
- Analyzed Ohio's methodology for establishing a Patient Centered Medical Home model with shared savings and provided technical assistance to the state on how to align their PCMH model with the Comprehensive Primary Care Plus model being implemented across Ohio.
- Conducted bi-weekly program monitoring calls and daily meetings with states to identify technical assistance, discuss program risks and solutions, monitor program implementation, and interpret and synthesize new CMS/CMMI policies, such as the Medicare Access and CHIP Reauthorization Act.

*Team Responsibilities:*

- Operated as the project manager and team liaison for the State Innovation Group in working with the Medicaid Innovation Accelerator Program (IAP) to improve federal coordination and alignment of SIM and IAP projects, with particular focus on developing Alternative Payment Models (APM), and Other Advanced APMs in Medicaid
- Developed the State Innovation Group's presentation to brief the Trump Administration's transition team.

**NATIONAL GOVERNORS ASSOCIATION  
Center for Best Practices, Health Division**

Washington, D.C.

March 2014-January 2016

*Senior Policy Analyst*

Conducted evaluation, research and policy analysis, provided technical assistance and resource development for governors and their staff across a range of health policy issues including continuous quality improvement, health system transformation, Medicaid and health insurance, workforce, public health, data and analytics, and behavioral health and the social determinants of health.

**Specific Projects Include:**

- MEDICAID TRANSFORMATION POLICY ACADEMY
  - 18 month Technical Assistance program: collaborated with Alabama, Nevada and Washington to design and negotiate Section 1115 demonstration waivers for statewide Medicaid transformation with the Centers for Medicaid and Chip Services (CMCS), State Demonstration Group.
- COMPLEX CARE PROGRAM (SUPER UTILIZER) POLICY ACADEMY
  - 22 month technical assistance program: collaborated with nine states (Colorado, Wyoming, Rhode Island, Michigan, West Virginia, Connecticut, Kentucky, Wisconsin, Alaska) to design, implement, monitor and scale-up programs for individuals with complex health and social needs.
- COMMUNITY-BASED ORAL HEALTH INTERVENTIONS
  - Analyzed academic research studies to determine the evidence-base on three community-based oral health interventions (community water fluoridation, dental sealant delivery programs, and application

of fluoride varnish); analyzed the effectiveness, return on investment, and health utilization and outcomes associated with those programs and synthesized results into a policy brief for governors.

- HEPATITIS C: HIGH IMPACT BREAKTHROUGH PHARMACEUTICAL THERAPIES
  - June 2014: Convened expert roundtable of 34 state health care leaders, scientists, national health care experts, subject matter experts from insurance and pharmaceutical companies, and federal agencies to identify state strategies to manage new Hepatitis C treatments and other high-impact pharmaceutical therapies. Synthesized results into a white paper for governors.

## EDUCATION

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**GEORGE WASHINGTON UNIVERSITY** Washington, D.C.  
**Master of Public Health, Health Policy** 2013  
Honors: Delta Omega National Public Health Honor Society  
**Bachelor of Arts, International Affairs, Concentration in Global Public Health** 2009

## PUBLICATIONS

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- Working Toward True Health Care Payment Reform To Ensure Our health Care System Serves Families and Patients. Available at: [https://familiesusa.org/wp-content/uploads/2023/01/People-First-Care\\_Promise-of-Payment-Reform.pdf](https://familiesusa.org/wp-content/uploads/2023/01/People-First-Care_Promise-of-Payment-Reform.pdf)
- Bleeding Americans Dry: The Role of Big Hospital Corporations in Driving Our Nation's Health Care Affordability and Quality Crisis. Available at: [https://familiesusa.org/wp-content/uploads/2022/09/People-First-Care\\_Role-of-Hospitals-1.pdf](https://familiesusa.org/wp-content/uploads/2022/09/People-First-Care_Role-of-Hospitals-1.pdf)
- Our Health Care System Has Lost Its Way: Why U.S. Health Care is Unaffordable and Low Quality. Available at: [https://familiesusa.org/wp-content/uploads/2022/06/People-First-Care-Series\\_Our-Health-Care-System-Has-Lost-Its-Way-1.pdf](https://familiesusa.org/wp-content/uploads/2022/06/People-First-Care-Series_Our-Health-Care-System-Has-Lost-Its-Way-1.pdf)
- Health Care Industry Consolidation: A Driving Force of the U.S. Health Care Affordability and Quality Crisis. Available at: [https://familiesusa.org/wp-content/uploads/2021/12/2021-277\\_Health-Care-Industry-Consolidation\\_Affordability-and-Quality\\_v2-1.pdf](https://familiesusa.org/wp-content/uploads/2021/12/2021-277_Health-Care-Industry-Consolidation_Affordability-and-Quality_v2-1.pdf)
- To Advance Health Equity, Federal Policy Makers Should Build on Lessons From State Medicaid Experiments. Available at: <https://www.healthaffairs.org/doi/10.1377/forefront.20210409.908010/full/>
- COVID-19 Health Care Response and Resilience Program. Available at: <https://familiesusa.org/wp-content/uploads/2020/07/FINAL-Proposal-RRR-Program-73020.pdf>
- Site-Neutral Payments, An Overlooked Victory for Consumers. Available at: <https://familiesusa.org/resources/site-neutral-payments-an-overlooked-victory-for-consumers/>
- Consumers First: The Alliance to Make the Health Care System Work for Everyone, A Call to Action. Available at: [https://www.familiesusa.org/wp-content/uploads/2019/08/Consumers-First\\_Our-Call-to-Action\\_Report\\_Final.pdf](https://www.familiesusa.org/wp-content/uploads/2019/08/Consumers-First_Our-Call-to-Action_Report_Final.pdf)
- A Framework for Advancing Health Equity: Policy Options for Reducing Health Inequities by Transforming Health Care Delivery and Payment Systems. Available at: [https://familiesusa.org/sites/default/files/product\\_documents/HEV\\_Policy-Options\\_Report.pdf](https://familiesusa.org/sites/default/files/product_documents/HEV_Policy-Options_Report.pdf)
- Health Investments that Pay Off: Strategies to Improve Oral Health. Available at: <https://classic.nga.org/files/live/sites/NGA/files/pdf/2015/1510HealthInvestmentsImproveOralHealth.pdf>
- New Hepatitis C Treatments: Considerations and Potential Strategies for States. Available at: <https://classic.nga.org/files/live/sites/NGA/files/pdf/2015/1502NewHepCTreatments.pdf>
- The Future of Medicaid Transformation: A Practical Guide for States. Available at: <http://natgovassoc.wpengine.com/wp-content/uploads/2018/07/1608MedicaidToolkit.pdf>

## AWARDS

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- Center for Medicare and Medicaid Innovation, Employee of the Month, January 2017
- National Governors Association, Performance Award, 2015 – Medicaid Transformation Policy Academy