

**Sophia Tripoli (She/Her)**  
***Senior Director, Health Policy***

Sophia Tripoli is a strategic and innovative health policy thought leader, and oversees and leads Families USA's strategic development and framework on all aspect of its health policy priorities including guidance on federal and state health policy that will improve health care and health for all families and individuals in America. Prior to this role, Tripoli lead Families USA's work on value initiatives that focus on re-orienting the health care system to deliver health, lowering health care costs, and on forwarding consumer-focused policy agendas to improve health care delivery and payment systems. Tripoli represents Families USA on the Board of Directors for the Health Care Transformation Task Force, and serves on the Accountable Care Action Collaborative for the Health Care Payment Learning & Action Network. Tripoli previously worked at the Centers for Medicare and Medicaid Services (CMS) in the Center for Medicare and Medicaid Innovation (CMMI), State Innovation, and at the National Governors Association. Tripoli holds an MPH and a Bachelor of Arts in international affairs with a concentration in global public health, both from The George Washington University.

# SOPHIA TRIPOLI

## PROFESSIONAL EXPERIENCE

---

### FAMILIES USA

*Senior Director, Health Policy*

**Washington, DC**

*April 2023 – Present*

- Set strategic policy direction and oversee policy development across Families USA's four key focus areas: health care value, coverage, equity, and people's experience.
- Conduct strategic analysis reflecting a dynamic health policy and political landscape to inform Families USA policy direction and positions.
- Pitch and develop fundraising concepts and proposals; manage funder relationship across Families USA's focus areas.
- Steward strategic and operational direction for the organization as part of the Senior Leadership Team including building power for policy change, advancing diversity, equity and inclusion, and the development and dissemination of effective and compelling health-for-all messages.
- Collaborate with the Senior Leadership and Executive Teams to build and execute a multi-pronged strategy to drive the health care movement to achieve Families USA's mission.
- Review and approve all policy positions as well as publications, fact sheets, white papers, regulatory comment letters, and legislative drafts at federal and state levels.
- Lead, manage, and oversee 10-person policy department including personnel and performance management and identify professional development opportunities for staff.
- Testify at the national level and in the states including recent testimony in front of the House Energy and Commerce Committee and House Education and Workforce Committee on hospital and health plan price transparency and site neutral payments which lead to the recently House-passed *Lower Cost More Transparency Act*.
- More than 6 years of experience representing Families USA at national and state conferences, various expert policy forums, and across multiple forms of media including reporters, trade press, national outlets, television, podcasts.
- Represent Families USA in key national forums including Person Perspective Council at the Health Care Payment and Learning Action Network, the Health Care Payment and Learning Action Network's Accountable Care Action Team; Technical Expert Panel on Primary Care for the Department of Health and Human Services; Policy Co-chair at the Health Care Transformation Task Force.

*Director, Center for Affordable Whole Person Care*

*October 2022 – April 2023*

- Developed and lead Families USA's Center for Affordable Whole Person Care ("Center") focused on building a national health care value movement to redesign the economic incentives of US health care payment and delivery to drive toward whole health and affordable, quality, equitable care for all.
- Lead Families USA's portfolio on health care value issues: health care economics and financing, market competition and pricing, price and data transparency, quality and outcome measurement, and payment and delivery system reform, and value-based purchasing across Medicare, Medicaid, and private insurance.
- Established strategic direction of the Center and health care value movement; strategic policy development, analysis and writing of regulatory comments, issue briefs, white papers, reports and fact sheets; provided technical assistance to members of Congress, the administration and state policymakers; established coalition of key powerbases and leveraged community organizing collective action strategies to advance consumer-driven policy agendas; developed and maintained strategic national and state partners.

*Director, Health Care Innovation*

*September 2017– October 2022*

- Developed 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, cost containment approaches and quality improvements.

- Built and lead the Consumers First coalition: an initiative bringing together a political powerbase representing 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.
- Developed legislative policy priorities: 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 key Medicare and Medicaid regulations including hospital and physician payment regulations, price transparency regulations, data sharing and interoperability regulations, quality payment and value-based programs.
- Developed 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 as well as implementation efforts in Idaho, Nebraska, and Utah that passed the ballot in the November 2018 elections.
- Represented Families USA on the Health Care Transformation Task Force as Co-Chair of Policy as well as the National Advisory Committee for the National Center for Complex Health and Social Needs.
- Served on various technical expert panels including National Quality Forum's Same-Day Access Primary Care Initiative, PCORI Telehealth Under COVID-19, and *Health Affairs Planning on Health Care Prices and Spending for Privately Insured*.

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

**Baltimore, MD**

**State Innovation Group**

*Social Science Research Analyst – GS-13*

*February 2016 – September 2017*

- Served as a Project Officer managing and overseeing 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.
- 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.
- Analyzed Iowa 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 (PCMH) 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.

**NATIONAL GOVERNORS ASSOCIATION**

**Washington, D.C.**

**Center for Best Practices, Health Division**

*Senior Policy Analyst*

*March 2014-January 2016*

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 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

---

### THE 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

---

- The Power of Price Transparency: Unveiling Health Care Prices to Promote Accountability and Lower Costs. Available at: <https://familiesusa.org/resources/the-power-of-price-transparency-unveiling-health-care-prices-to-promote-accountability-and-lower-costs/>
- Gaming the System: How Hospitals are Driving up Health Care Costs by Abusing Site of Service. Available At: <https://familiesusa.org/wp-content/uploads/2023/06/Gaming-the-System-How-Hospitals-Are-Driving-Up-Health-Care-Costs-by-Abusing-Site-of-Service.pdf>
- Testimony of Sophia Tripoli, Families USA, House Energy and Commerce Health Subcommittee. Available at: <https://familiesusa.org/wp-content/uploads/2023/03/Sophia-Tripoli-Families-USA-Written-Testimony-for-EC-Health-Subcommittee-Hearing-3.28.23-final.pdf>
- 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>
- 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://natlgovassoc.wpengine.com/wp-content/uploads/2018/07/1608MedicaidToolkit.pdf>

## **AWARDS**

---

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