



THE  
TAYLOR FELDMAN  
GROUP LLC

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## *Our Mission*

**Our mission** is to help clients think quantitatively and rigorously about business issues in the managed health care field. We enable our clients to cut through the complexity of the industry in order to identify and measure key variables and make better, more insightful, data-based decisions.

**Our analytic and programming expertise** is combined with an in-depth understanding of managed care data and economics. We produce creative solutions for employers, consultants, administrators, and government agencies in both the group health and workers compensation markets.

**Our commitment** is to provide world-class consulting services. We promise to listen and respond to the needs of our clients, provide alternative approaches to projects, give our honest opinion, and offer training on our methods.

## *Solutions*

**Value statements** – To retain and grow business, firms must be able to demonstrate the value of their products and services. We help companies articulate and measure product effectiveness and then develop quantitative value statements for prospective marketing and retrospective reporting.

**Scorecards** – To manage effectively, firms must measure both operational efforts and product performance. We take this one step further by designing scorecards that link operational metrics with key value metrics to enable management to track and adjust internal operations while understanding the impact of the firm's products.

**Product evaluations** – To compete successfully, firms must know whether their products and vendors' services are working as planned. However, internal group performance may be spun for political purposes and vendors' own assessments may be wildly optimistic or biased. We provide independent and objective data-based evaluations that shed light on true program performance.

**Decision models** – To innovate efficiently, firms must make careful, considered judgments in a highly complex world. However, the interactions of many different products and underlying health care trends makes choosing among alternatives difficult, often forcing executives to base their choices on instincts or emotions. We develop "what-if" models, based on quantitative and qualitative factors, that enable managers to fully explore the interrelationships of data and assumptions in order to make superior decisions.

**SAS Programming** – To extract the most value from available databases, firms must be able to perform analyses on a timely basis. However, even well-run analytic departments suffer staffing shortages. Recruiting for people with this skill set is very difficult, and contract programmers generally do not have the requisite industry and business knowledge. We provide extremely efficient analytic and SAS programming support, based on strategic insight into business issues combined with significant programming experience, and deliver results without extensive ramp-up costs.

## *Experience Matters*

**Erik Taylor** and **David Feldman** are the founding partners of **The Taylor Feldman Group**. They have over 40 years combined experience in organizing and analyzing data to support decisions in the managed health care industry. They have worked with insurance carriers, third party administrators, Fortune 100 Corporate clients, state and federal agencies and plans, and providers in both the workers compensation and group health plan arenas.