

# JOE VESOWATE, CPA

## EXPERIENCE

**CEO / President**

**Legato Strategies, LLC**

**2020 – Present**

- Independent consultant, focusing on Organizational Growth and Financial Strategies for Health Care. Past work includes:
  - Due Diligence for acquisition of clinical entities
  - Revenue forecasting for Medicaid and CHIP
  - Negotiation of Medicaid and CHIP capitation rates
  - Developed financial reporting and accounting models for Medicaid and Medicare Advantage
  - Business Development related to Medicaid and Medicare

**Regional Vice President**

**DentaQuest**

**2013-2020**

- Executive oversight of all aspects of the Texas Medicaid and CHIP Dental Program, including:
  - Optimization of operational effectiveness and efficiency
  - Market financial performance
  - Capitated rate setting analysis and negotiation
  - Quality initiatives, inclusive of the State's Pay for Quality (P4Q) Program.
- Fostered a work environment focused on productivity, collaboration, and appreciation of mission.
- Market responsibility for MCO contracts related to Medicaid, CHIP and Medicare Advantage

**Assistant Commissioner**

**Texas Department of Aging and Disability Services**

**2012-2013**

- Operating responsibility for facilities for persons with intellectual disabilities, including medical and behavioral services, vocational programs, residential services, and physical plant operations.
- Initiated key reforms in response to federally mandated improvement plan.

**Director of Medicaid/CHIP Managed Care Operations**

**Texas Health and Human Services Commission**

**2010-2012**

- Responsible for the strategic and day-to-day management of 25 managed care vendors providing comprehensive health care services for 3.5 million Medicaid and CHIP recipients.
- Directed the largest-ever expansion of Medicaid and CHIP managed care in Texas including vendor selection, contracting, implementation, and ongoing management.

**Manager of Texas Medicaid and CHIP Quality Assurance Program**

**Texas Health and Human Services Commission**

**2008-2010**

- Responsible for the Texas Medicaid and CHIP Quality Assurance Program for HHSC including federal and State reporting and contractor oversight of quality goals.
- Aligned program goals and objectives with legislative directives for health care quality improvement.

**Assistant Commissioner****Texas Department of State Health Services****2004-2008**

- Executive responsibility for in-patient and contracted out patient behavioral health programs, contracted substance abuse services, and tobacco prevention and control programs.
- Coordinated behavioral services during emergencies and disasters.
- Developed numerous successful legislative budget and policy initiatives.

**Texas Commission on Alcohol and Drug Abuse Deputy****Deputy Director for Licensing and Enforcement****2003-2004**

- Responsible for licensing, enforcement and oversight) for substance abuse facilities and programs.
- Executive sponsor of information systems development team.
- Strategic planning, policy and budget development, stakeholder relations, and risk management.

**Manager of Client Data Management and Data Analysis****1999-2003**

- Responsible for external reporting, client data services, and business analyses of agency operations.
- Part of leadership team responsible for strategic planning, program design and budgeting processes.

**Audit Manager****1997-1999**

- Developed risk-based audit model, managed single audit process, and provided technical advice to contractors on budgeting, accounting, physical plant operations, and organizational compliance.

**University of Texas at Tyler****Assistant Chief Financial Officer****1996-1997**

- Supervised Physical Plant, Financial Services, and Student Financial Aid.
- Reorganized business functions, improved IT systems, and reduced operating costs.

**Audit Supervisor, Auditor-in-charge****University of Texas System Administration****1990-1996**

- Supervised audits of university operations: employee group insurance, professional liability, investment management, facilities management, federal grants and contracts, cash management.

**Endowment Analyst****University of Texas System Administration****1989-1990**

- Prepared financial analyses and management reports for UT System investment funds used by the University of Texas Board of Regents to direct investment strategies.

## **EDUCATION AND CERTIFICATIONS**

**Bachelor of Business Administration in General Business**

**Bachelor of Business Administration in Accounting**

University of Texas at Austin

**MBA coursework**

University of Texas at Tyler

## **CERTIFICATION**

Certified Public Accountant (Active)

Certified Internal Auditor (Inactive)

## **REFERENCES**

**Dr. Robert “Bobby” Hilliard, Jr., Executive Director/Chief Medical Officer**

Altus Accountable Care Entity

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