



Meet Sg2's

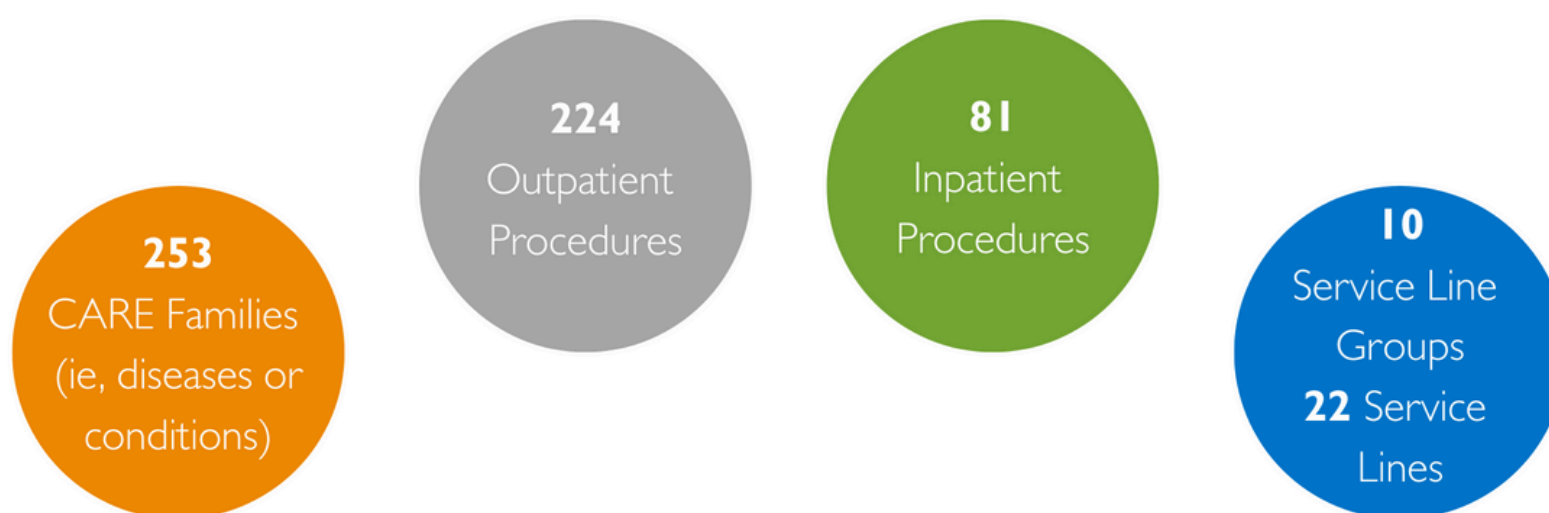
Academic Medical Center

Team

CORE RESPONSIBILITIES

The Sg2 Academic Medical Center (AMC) team plays a vital role in ensuring that our academically oriented health system and AMC members receive early insights into the signals shaping the market, along with practical frameworks to help them adapt and lead through change. AMCs have long been a cornerstone member cohort of Sg2—pushing us to think bigger, challenge assumptions and co-create some of our foundational offerings, including the Impact of Change® Forecast and the Sg2 Care Grouper®.

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UNIQUE CARE GROUP COMBINATIONS, INCLUDING...



CORE RESPONSIBILITIES

The work is highly dynamic—which makes it exciting, as no two days are ever the same! From internal colleague calls and external client presentations to on-site visits and discussions, each day brings new opportunities to build and connect knowledge across Vizient that directly impacts AMCs.



FLAGSHIP INITIATIVES

Each year, the AMC team hosts the AMC Summit, a signature event that pairs strategic perspectives with real-world stories from the frontlines of care. The summit showcases bold approaches from our members, sparks collaboration and fosters shared learning across academic medical centers nationwide.



FLAGSHIP INITIATIVES

Engagement doesn't stop there. Throughout the year, we connect with members through quarterly newsletters and provide ongoing, responsive support to address on-site requests and emerging questions, ensuring AMCs have timely insights and guidance when they need it most.

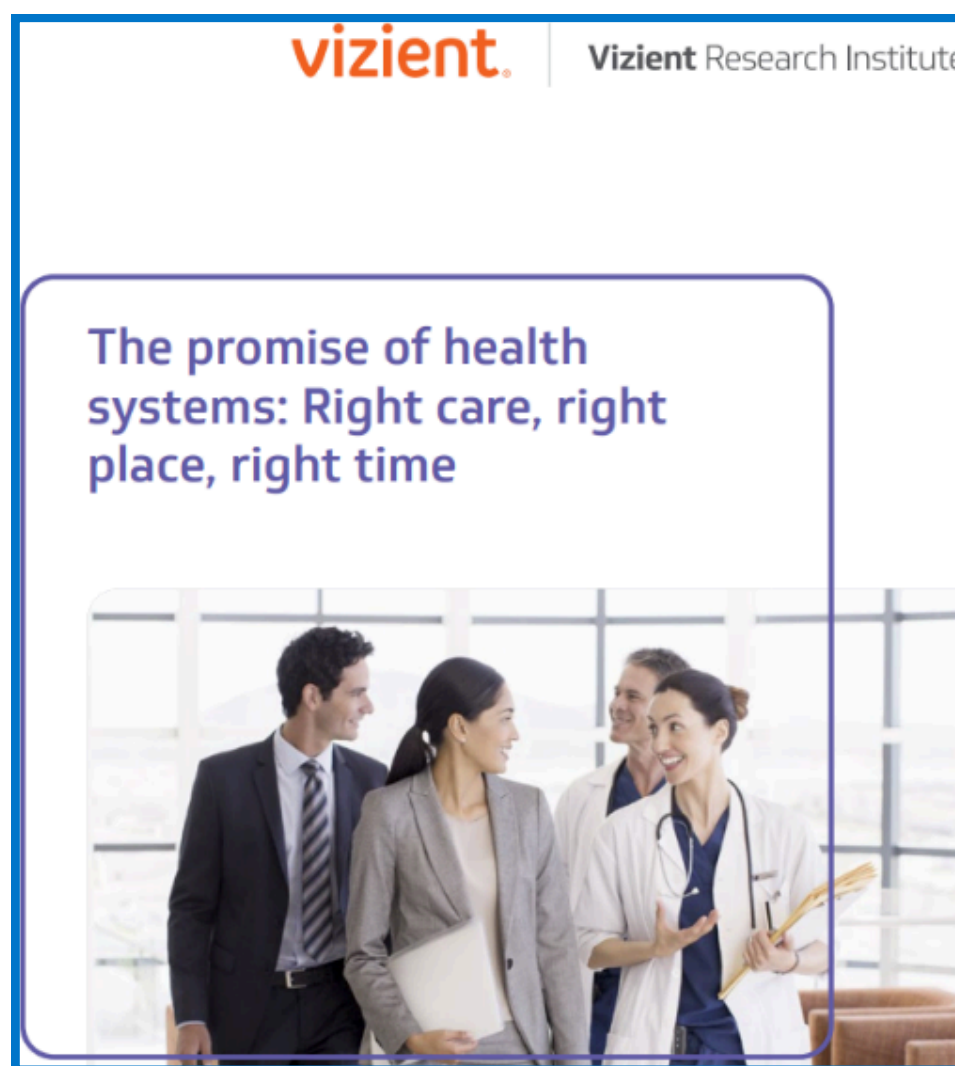


COLLABORATION + IMPACT

Through close relationships with **AMCs**, we gain a firsthand view of both the challenges they face and the innovative solutions they create.

We share these insights back across the community, creating a powerful cycle of learning and collaboration. Staying connected in this way keeps us grounded in the heart of the **AMC** community.

This work extends well beyond our team. By partnering with Vizient colleagues in Analytics, the Vizient Research Institute, networks and consulting, we connect members with proven strategies, fresh perspectives and practical tools to succeed in a complex health care environment.



TEAM DYNAMIC

CLIENT-FOCUSED | INNOVATIVE | ALWAYS CURIOUS

Today, it's critical to have many eyes on the horizon to anticipate potential impacts. Our team thrives on healthy debate, informed by different experiences and backgrounds, which helps ensure we don't miss important signals or misinterpret them. Meeting the needs of this community requires the collective strength of our intelligence colleagues, Vizient partners and data analytics experts. Together, we bring sharper insights, richer context and the capacity to truly support our members in navigating complexity.

MEET THE TEAM



**Mike Humphrey,
Principal**

Mike's career in consulting and strategy shifted after meeting Michael Sachs, founder of Sg2. Now, nearing 20 years with Sg2, he has led AMC-focused networks, guided strategy practices and helped shape some of Sg2's most impactful frameworks.



**Justin Cassidy, PhD,
Associate Principal**

Justin, with a PhD in genetics and genomics and a mini-MBA, bridges science and strategy. His background in research and data science allows him to translate complex innovations like cell and gene therapies into actionable insights for our members.

"The core of our work is engaging directly with members—partnering with them to solve problems, uncover opportunities and exchange ideas. Through these interactions, we not only help address immediate challenges but also build lasting relationships that strengthen over time. Each conversation is a chance to learn, collaborate and grow together, ensuring that AMCs continue to thrive in a rapidly evolving health care landscape."

Mike Humphrey, Principal