

# MARCOS DACHARY

Principal, Senior Vice President, MedInsight Sales and Growth

marcos.dachary@milliman.com

+1 206 504 5729



## Current Responsibility

Marcos Dachary is a principal and SVP of sales and growth for MedInsight in the Seattle office of Milliman. He joined the firm in 2009. MedInsight is one of the healthcare industry's most highly regarded platforms for data warehousing and healthcare analytics, and has been adopted by payers, purchasers, providers, and other healthcare clients.

The sales and growth team focuses on customer and user acquisition, activation, retention, and adoption of the MedInsight client journey. Marcos welcomes a new chapter in his MedInsight career to:

- Define the company's growth plan
- Coordinate and execute growth programs
- Optimize client partnerships

## Professional Work Experience

Marcos has over 20 years of professional software development experience. He helped launch the MedInsight Tools practice in 2009. He led the expansion of the MedInsight clinical team who were crucial in launching the MedInsight groupers - Guideline Analytics, CCHGs, and the Health Waste Calculator. The Health Waste Calculator is a national leading product for identifying low-value healthcare.

He's proud to have been an author on the 2017 Health Affairs article "Low-Cost, High-Volume Health Services Contribute The Most To Unnecessary Health Spending" on the VCHI Leadership Council. The Waste Calculator also won the 2019 Leaders in Health Care Achievement in Digital Health Gold Award by Seattle Business Magazine. Marcos is very honored to currently serving

## Education

- BS, Biology, University of Michigan, Ann Arbor Michigan
- Certified Advance Database Design, Columbia University, New York New York

## Presentations and Publications

- Reviewer of the Washington Health Alliance's (WHA) annual "First, Do No Harm" - 2019, 2018.
- Published in Health Affairs, 2017 "Low-Cost, High-Volume Health Services Contribute The Most To Unnecessary Health Spending".
- MedInsight and WHA won the 2019 Seattle Business Magazine "Leaders in Health Care, Achievement in Digital Health" award, received the award and spoke on behalf of MedInsight.
- Regularly engages with academia in order to present research to our MedInsight client base.
- Aligned researchers to report on waste for the Boeing Corporation, Washington Health Care Authority, Excellus Blue Cross Blue Shield, the State of Oregon, the Virginia Center for Healthcare Innovation, RAND Corporation, and UCLA.
- In collaboration with Dr. Dave Mirkin, delivered the inaugural Milliman Critical Point Podcast in 2018.
- Contributed to numerous Milliman Corporate videos and ad campaigns on healthcare waste, including the annual Communication on Progress report that Milliman will submit to the United Nations.

## Affiliations

- Virginia SmarterCare Leadership Team
- VHI Leadership Advisory Team
- VHI New Measure Committee
- Board member of Props Lacrosse in Seattle.