

MELONIE O'CONNELL

MBA

Senior Healthcare Management Consultant

melonie.oconnell@milliman.com

Main +1 262 784 2250 | Office +1 262 267 7700 | Cell +1 770 865 5072



Current Responsibility

Melonie O'Connell is a senior healthcare management consultant with the Milwaukee office of Milliman. She joined the firm in 2023.

Professional Work Experience

Melonie's areas of expertise include provider pricing strategies designed to position health systems at the forefront of market-driven price decisions, and innovative product strategy to drive new net revenue, differentiation, attributed lives, and network integrity.

Her current responsibilities include developing and marketing Milliman's price transparency tool, Milliman Transparent, and assisting organizations with price benchmarking analytics and strategy.

Prior to joining Milliman, Melonie served as Vice President of Pricing Strategy for a large, integrated health system with progressive leadership over a 14-year tenure. While in that role, Melonie led the organization's corporate pricing strategies. Her work included a holistic annual pricing strategy with direction for negotiations and new opportunity evaluation, chargemaster optimization projects, and claims-based tools to monitor site-of-service shift and network integrity to drive strategic operational decisions and consumer choice insights.

Melonie also led several direct-to-employer initiatives resulting in consumer-oriented episodes of care and exclusive Centers of Excellence partnerships delivering enhanced value and experience for employers, consumers, and payer clients.

Additionally, Melonie led the organization's price transparency response, including online price estimates, rate disclosure, and market insight analytics. Melonie partnered closely with senior leaders by creating pricing strategies to complement growth plans, evaluate price-volume tradeoffs, and position new services and facilities for successful launch by highlighting the organization's clinical quality and remarkable consumer experience.

Education

- MBA, Kenan-Flagler Business School, University of North Carolina at Chapel Hill
- BS, Public Health, Gillings School of Global Public Health, University of North Carolina at Chapel Hill

Presentations and Publications

- Price Transparency: A Game-Changer for Employer Benefit Plans webinar, Milliman, 2024.
- Fee-for-service to Value-based Care, RevTech Labs Health Innovation Summit, 2021.
- Episodes of Care Evolution, Healthcare Bundled Payments Conference, World Conference, 2020.