

# The Maryland Model

## VIRTUAL PROGRAM

### WHEN

*February 26, 2025, 1:00pm - 2:30pm EST*

### PROGRAM FEE

*Maryland Non-Profit Organizations: \$250 per connection*

*Maryland Hospitals: \$300 per connection*

*Non-Maryland Hospital Associations & Individual Hospitals: \$350 per connection*

### REGISTER

*To register, please visit [MHEI.org](https://mhei.org).*

*Questions?*

*Contact Kelly Yost, Manager of Programs & Membership: 410.796.6239 [kyost@mhei.org](mailto:kyost@mhei.org)*

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## Program Overview

Maryland's approach to hospital quality under its Total Cost of Care (TCOC) Model is distinct from the rest of the country due to its unique regulatory framework and emphasis on value-based care. Unlike the traditional fee-for-service system, Maryland operates under a global budget model, incentivizing hospitals to improve quality while controlling costs. This session explores the key differences in Maryland's hospital quality focus, highlighting regulatory levers, pay-for-performance initiatives, and statewide priorities in reducing readmissions, complications, and healthcare disparities.

## Program Objectives

1. Recognize Maryland's quality initiatives including increased emphasis on equity, population health, and care coordination through partnerships with ambulatory providers
2. Recognize how advocacy strategies leverage opportunities and mitigate risks
3. Identify Maryland's early insights in preparation for changes in the regulatory framework and pay-for-performance initiatives

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## About the Speaker

**Brian Sims, Vice President of Quality & Equity,  
Maryland Hospital Association**



As vice president of Quality & Equity at the Maryland Hospital Association, Brian Sims leads regulatory advocacy for the association on the Maryland Hospital Quality Program—supporting hospitals and their

communities they serve. He manages MHA's equity policy portfolio, driving advocacy, legislative efforts, and policy positions to elevate hospital efforts to improve health equity and reduce health disparities.

Brian works closely with regulatory agencies and other stakeholders to identify issues and develop strategies to advocate on behalf of Maryland's hospitals and strengthen quality and value-based policies and approaches.

Prior to joining MHA, Brian worked at several hospitals and health systems in Maryland in strategic planning, decision support, and finance. Brian is a longtime member and officer of the Maryland Chapter of the Healthcare Financial Management Association. He served as chapter president in 2023-24.

Brian has an undergraduate degree in Finance from the University of Delaware, and is completing a Master of Healthcare Management and Innovation at The Johns Hopkins University Carey Business School.