



SEGAL has served as the director of the Division of Long-Term Care.

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**ANDREW SEGAL**

**AGE** 39  
**GREW UP** A suburb of Syracuse  
**RESIDES** Hell's Kitchen  
**EDUCATION** Bachelor's in American studies, Brandeis University; master's in public health, Columbia University  
**COMEDY SHOW** Segal does presidential impersonations and has performed several times at Caroline's comedy club.  
**COVID NO-GO** He had to postpone his May wedding, set for Miami Beach, until next year.  
**GIVING BACK** With his brother, Segal raises money for his charity, Bottles for a Cure, which helps to fund grants for breast cancer research with money from cans and bottles.  
**TRAVEL BUG** Segal is an avid traveler. He's recently been to Peru, and last year he went to London for the five-set Wimbledon final between Novak Djokovic and Roger Federer.

# A healthy focus on innovation

Now a consultant, health care industry vet guides clients on tech, strategy

BY JENNIFER HENDERSON

A year before the pandemic began, Andrew Segal started the consulting firm Ansega Health Solutions with the goal of advising health care providers, payers, health-tech startups and private-equity firms on policy and strategy. From 2016 to 2018, he was the state's director of the Division of Long-Term Care within the Department of Health's Office of Health Insurance Programs. In that role, he was responsible for 250,000 Medicaid managed-care beneficiaries and the oversight and regulation of 53 health plans. But Segal—who also has held several leadership positions at the Visiting Nurse Service of New York—never could have imagined the environment he's currently helping companies navigate. "I've been really busy during Covid-19 because a lot of my clients

are trying to grapple with, 'How do we innovate and create change?'" Segal said. Ansega has worked with more than 20 clients since it opened, and its roster currently includes Village-Care, a West Village-based managed long-term care plan; Huron Consulting Group, an \$800 million global firm; and Audicus, a national hearing aid provider. Much of the work his clients focus on is providing services for the frail and vulnerable, which Segal said he has always been passionate about due to his experiences with loved ones. "The pandemic has exposed a lot of flaws and fragmentation in our system," he said. "Our elderly are some of the most valued and trusted members of society." Nursing homes struggled to gain access to Covid testing, and many residents perished alone, he said. From his office just outside Times Square, Segal advises firms on using technology to better share

information between health plans and providers as well as connecting organizations and vendors for partnerships aimed at helping people receive high-quality services in their home and community. As New York faces a multibillion-dollar deficit and looks to cut back on Medicaid spending, Segal—who has worked on two state budgets—is guiding clients on ways to become more efficient and develop solutions in a challenging financial environment. He's also advising private-equity firms on areas ripe for investment. "I think what's interesting about some of the private-equity companies now is that they value industry people like myself who know what the needs are," Segal said. "Everyone wants to be a disruptor now in health care, but I think you really have to understand what are the trigger points, what are the pain points. That's something I try to provide to my clients." ■

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