

Consulting Game

Dan Boston and **Monica Tencate** are a perfect match—professionally, that is. His years in the House complement hers in the Senate; his political background dovetails with her policy credentials; and his client base of hospital and physician groups rounds out her portfolio of biotech, medical technology, and health plan clients. More important, both said, is that they share a vision for their consulting firm, Health Policy Source. Two years after creating the firm, Tencate, its president, has welcomed Boston as her partner. “We have the same vision of what we think makes good client service,” Tencate said. “It’s been my experience that clients really appreciate when they get to work with the person they hired.... When they hire me, they get me. That’s the way Dan works.”

Tencate, 33, will continue to operate out of her hometown San Diego office, which she opened when the Pentagon sent her and her husband, a Marine lawyer, west in 2002. Boston, 39, is leaving his post as Baker, Donelson’s senior public policy adviser to run the firm’s D.C. office.

“The opportunity to build something from the ground up was too good to pass up,” Boston said. The Louisville native has worked for Sen. **Mitch McConnell**, R-Ky., GOP Reps. **Joe Knollenberg** of Michigan and **Sue Kelly** of New York, the House Energy and Commerce Committee, and the American Federation of Hospitals, among others. Tencate, a Medicare expert, was health policy adviser to former Senate Finance Committee Chairman **William Roth**, R-Del.; health policy director to **Charles Grassley**, R-Iowa, Roth’s successor as chairman; and senior adviser to Senate Majority Leader **Bill Frist** when Frist chaired the Health, Education, Labor, and Pensions Public Health and Safety Subcommittee.

—Lisa Caruso



MONICA TENCATE AND DAN BOSTON: New partners at Health Policy Source

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