

HARRY L. SIVLEY III

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EXPERIENCE

2015 – PRESENT

UNITEDHEALTHCARE

ASSOCIATE GENERAL COUNSEL AND DIRECTOR OF REGULATORY AFFAIRS

- Manage relationships with insurance and healthcare regulators in several Southeastern States (i.e., Florida, Georgia, North Carolina and South Carolina).
- Provide legal counsel and strategies to CEOs and executives.
- Ensure overall enterprise compliance for the Southeast Region.
- Monitor legislation and provide analysis and advocacy for priority legislative items.
- Monitor relevant NAIC working groups.

2013 – 2015

GEORGIA DEPARTMENT OF INSURANCE

DIRECTOR OF THE DIVISION OF INSURANCE AND FINANCIAL OVERSIGHT

- Managed the Division of Insurance and Financial Oversight which consists of six sections: Financial Examination Section, Market Regulation Section, Property and Casualty Financial Analysis Section, Life and Health Financial Analysis Section, Administrative Supervision and Receivership Section, and the Captive Insurance Section.
- Managed the Division's relationship with the legislature, Governor, and Attorney General including testimony before the legislature and drafting legislation.
- Managed the Division's relationship with the NAIC.
- Created the Captive Insurance Company Section.
- Reorganized the Division of Insurance and Financial Oversight.

2012-2013

LOCKE LORD, LLP

ASSOCIATE ATTORNEY

- Member of Locke Lord's Regulatory and Transactional Insurance Practice Group.
- Coordinated mergers and acquisitions of insurance companies, insurance agencies, third party administrators, and financial services businesses.
- Incorporated insurance entities, including the creation of necessary regulatory and corporate governance documents.
- Represented insurers and other regulated entities before Insurance Departments, including acquisitions and intercompany transactions regulated under Holding Company Acts.
- Managed regulatory filings for various insurers.
- Monitored NAIC working groups on behalf of clients.

- Drafted insurance policies, reinsurance treaties and service contracts.
- Assisted insurers, providers, and other healthcare industry entities with Patient Protection and Affordable Care Act compliance.
- Assisted insurers with The Dodd-Frank Wall Street Reform and Consumer Protection Act compliance.
- Assisted insurers with premium taxation strategies and disputes.

2006-2012

GEORGIA DEPARTMENT OF INSURANCE

ASSISTANT DIRECTOR OF THE DIVISION OF INSURANCE AND FINANCIAL OVERSIGHT/PRINCIPAL ENFORCEMENT ATTORNEY

- Supervised financial analyst staff including review and approval of all analyst recommendations.
- Managed the Insurance Department response to the Patient Protection and Affordable Care Act and the Non-Admitted and Reinsurance Reform Act, including crafting necessary implementation legislation and rendering expert advice to the Governor's Health Insurance Exchange and Advisory Committee.
- Managed Insurance Department relationship with the Center for Consumer Information and Insurance Oversight.
- Handled the Insurance Department's successful application for an adjustment to the medical loss ratio for the individual health insurance market.
- Drafted legal pleadings associated with Insurance Department examinations and related enforcement actions and appellate proceedings.
- Negotiated settlements on behalf of the Insurance Department.

2004-2006

RAGSDALE, BEALS, HOOPER, SEIGLER LLP/NORTON & ASSOCIATES, P.C.

ASSOCIATE ATTORNEY

- Managed lawsuits, including discovery, motion practice, mediation, arbitration, trial preparation, trial advocacy and appellate advocacy in state and federal court.

2000-2002

GEORGIA DEPARTMENT OF INSURANCE

FINANCIAL EXAMINER

- Facilitated the codification of NAIC statutory accounting principles.
- Managed financial condition examinations.
- Created accounting permitted practices for insurance companies.
- Created reports and analyses of industry data.

1994-2000

UNITED STATE MARINE CORPS RESERVE

CORPORAL

EDUCATION

GEORGIA STATE UNIVERSITY
B.A. ACCOUNTING (MAGNA CUM LAUDE)
MAY, 2000

GEORGIA STATE UNIVERSITY
JURIS DOCTOR (CUM LAUDE)
MAY, 2004

PUBLICATIONS AND PRESENTATIONS

Moderator, "Life, health, and annuity: hot topics regulator panel" 2016 annual AICP meeting, gulf states chapter (Atlanta, GA).

Presentation: "Captive insurance company regulation - public policy, regulatory propriety, and the implications for the future of the insurance industry and state-based regulation." 2015 annual AICP meeting (Atlanta, GA).

Presentation: "The ever-changing ACA." HFMA fall payer forum, 2014 (Macon, GA).

Presentation: "The new health insurance marketplace - how does the ACA affect your coverage and access to care." 2014 Pituitary Center Education Day, Emory University (Atlanta, GA).

Presentation: "Affordable Care Act and other hot topics." 2014 annual AICP meeting (Atlanta, GA).

Presentation: The new healthcare arena: "Change is not coming - it is here – the view from both sides - a regulator's and implementer's perspective" at the May, 2014 meeting of the Institute of Internal Auditors (Atlanta, GA).

Presentation: "The Affordable Care Act and employers – overview and practical implementation" at the quarterly AICP meeting (Atlanta, GA).

Presentation: "Where is Georgia in healthcare reform and implications for providers" at the 2013 governmental forum and third-party payer forum (Atlanta, GA).

Presentation: "NAIC statutory update." At the IASA 2013 fall conference (Atlanta, GA).

Presentation: "The Dodd-Frank Act, solvency ii and federal insurance office" at the 2013 AICP meeting (Atlanta, GA).

Presentation: "A former regulator's perspective the Dodd-Frank Act, Solvency II and predictive modeling" at the 2012 annual training meeting of CNA actuaries (Chicago, IL).

Co-author, "Private exchanges: regulatory morass or panacea?" The institute for healthcare consumerism, June, 2013.

Co-author, "Locke Lord Quick Study: Diminished value insurance claims for real property – an impossible measure of damages?" Locke Lord, June, 2012.

Co-author, " Locke Lord Quick Study: the Georgia any willing provider statute – only a Blue Cross issue?"
Locke Lord, November, 2012.

AFFILIATIONS

- State Bar of Georgia Member
 - Member, Health Law Section
- American Bar Association
- American Legion
- Marine Corps Association & Foundation

JOHN J. MATTHEWS

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GENERAL COUNSEL • VP, REGULATORY AFFAIRS • VP, GOVERNMENT AFFAIRS

Strategic, innovative and solutions-driven general counsel with broad-based experience in corporate, health and insurance law, regulatory affairs, government affairs, and health insurance regulatory operations. Extensive experience providing actionable legal and regulatory advice to senior business leaders and developing and implementing comprehensive advocacy plans. Exceptional record of developing and leading collaborative teams to accomplish enterprise goals.

CORE EXPERTISE

- Health & Corporate Law
 - Regulatory Affairs
 - Government Affairs
 - Strategic Thinking
 - Change Management
 - Corporate Counsel
 - Administrative Law
 - Risk Management
 - Team Development
 - Insurance Operations
 - Corporate Governance
 - Commercial & Civil Litigation
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PROFESSIONAL EXPERIENCE

OSCAR HEALTH, Tallahassee, Florida June 2022 - Present

Vice President - Legal, Regulatory and Government Affairs

- Lead team of attorneys that provides actionable regulatory counsel to the product, operations, business, privacy security and network teams.
- Design and execute strategic policy advocacy at the state and federal levels.
- Lead government affairs team in development of regulatory relationships and strategic partnerships with state and national trade associations and stakeholder groups.
- Manage regulatory operations and licensing teams to deliver on business objectives.
- Develop regulatory change management and engagement framework.

UNITEDHEALTHCARE, Tallahassee, Florida April 2007 – June 2022

General Counsel and Vice President of Regulatory Affairs, NE and SE Regions, *Nov 2017 – June 2022*

General Counsel and Regional Vice President of Regulatory Affairs, SE Region, *Apr 2010 – Nov 2017*

General Counsel, SE Region, *Apr 2009 – Apr 2010*

- Led a team of attorneys and regulatory experts responsible for providing actionable legal and regulatory advice to senior management and matrix partners.
- Coordinated with cross-functional executives from product, network, compliance, clinical, affordability and operations to assess and determine the legal viability of innovations and process changes.
- Designed and executed strategies for engaging state and federal regulators, state trade associations, the National Association of Insurance Commissioners and national regulatory organizations.
- Advocated directly with regulators to advance business objectives and priorities.
- Managed outside counsel and regulatory consultants.
- Engaged in regulatory change management to execute changes to corporate products and operations necessitated by new state and federal laws and regulations, such as the Affordable Care Act (ACA), the No Surprises Act (NSA) and state insurance codes.
- Developed a cross-functional feedback loop with critical matrix partners to facilitate continual process improvement.
- Served as corporate officer for more than two dozen insurance company and HMO subsidiaries and affiliates.
- Led the regulatory operations team responsible for submitting regulatory filings and obtaining regulatory approval.

Vice President of Government Affairs, All Lines of Business, SE Region, *Apr 2008 - 2009*

Vice President of Government Affairs, Commercial Insurance Business, SE Region, Mar 2007 – April 2008

- Established policy goals and priorities in collaboration with cross-functional business leaders.
- Designed and executed advocacy plans to help the enterprise achieve its objectives.
- Recruited, developed and led members of the region's internal government affairs team.
- Appointed, managed and evaluated external lobbyists and consultants and directly engaged state executive and legislative branches.
- Developed engagement strategy for state trade associations, advocacy organizations and national political groups.

THE FLORIDA STATE UNIVERSITY COLLEGE OF LAW, Tallahassee, Florida August 2010 - Present
Adjunct Professor/Guest Lecturer - Health Law and Policy

- Taught Health Law and Policy to fill voids in the law school curriculum and educational materials created by the enactment of the ACA.
- Serve as guest lecturer in health law, health insurance, and newly enacted federal and state laws.

PROFESSIONAL EXPERIENCE

FLORIDA DEPARTMENT OF MANAGEMENT SERVICES, Tallahassee, Florida

Executive Director, State Group Insurance (State Employee and Retiree Benefits Program)

- Directed all aspects of the \$1.7 billion health and supplemental benefits program for active and retired state employees, including management, plan design, legal, compliance, customer service, financial forecasting, rate development, financial administration, procurement, marketing and vendor management.
- Competitively procured all third party administrator, health maintenance organization and health insurance company contracts resulting in \$100 million in savings versus forecast projections.
- Outsourced non-core functions to an external vendor and downsized residual workforce from 110 to 25 employees.

FLORIDA DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION, Tallahassee, Florida

Chief Attorney/Hearing Officer

- Managed teams of attorneys tasked with enforcing state law regulating licensed and unlicensed non-medical professionals and business entities.
- Developed proposed regulations and attained enactment via the applicable administrative legal processes.
- Heard appeals concerning alleged violations of state statutes and regulations by licensed and unlicensed non-medical professions and business entities and issued proposed orders constituting final agency action.

PENNINGTON, MOORE, WILKINSON, BELL AND DUNBAR, P.A., Tallahassee, Florida

Partner & Associate

- Practiced insurance litigation, medical malpractice, and health law with an emphasis on serving as corporate counsel for hospitals, health care facilities and providers.

POLITICAL APPOINTMENTS/PROFESSIONAL BOARDS

Florida Health Insurance Advisory Board, 2010 – Present

Florida Health Maintenance Organization Consumer Assistance Plan, 2010 – 2022

Florida Association of Health Plans (Director and Commercial Chair), 2007 – Present

Alabama Life and Disability Insurance Guaranty Association, 2021 – 2022

Arkansas Life and Health Insurance Guaranty Association, 2021 – 2022

Florida Autism Task Force, 2009 – 2010

Director of State Group Insurance, 2002 – 2007

FORMAL EDUCATION

Doctor of Law (J.D.), Florida State University College of Law, 1996

Bachelor of Science (B.S.), Economics and Political Science, Florida State University, 1992

EXECUTIVE EDUCATION

Executive Development Program, Wharton School of the University of Pennsylvania

General Manager Program, UnitedHealth Group

Critical Thinking for Business Executives, UnitedHealth Group

COMMUNITY SERVICE

Founding Board Member, Junior Achievement of the Big Bend

Guest Lecturer, Economics and Business Strategy, Maclay School

TECHNICAL SKILLS

Microsoft Office (Word, Excel, PowerPoint, Outlook), Lexis, Westlaw, LobbyTools.

Eric D. Johnson, PhD, ASA, MAAA

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PROFESSIONAL PROFILE

- Senior-level professional with extensive experience in insurance, finance, business intelligence, and IT.
- Analytical decision-maker with success in streamlining processes, increasing productivity, and providing timely decisions on complex issues.
- Thought leader with an in-depth understanding of the emerging regulatory issues and their impacts on industry, as well as life and health insurance expertise, particularly in comprehensive health.
- Motivated and focused self-starter who earned a highly regarded actuarial designation through self-study.

AREAS OF EXPERTISE

- | | | |
|---|--|----------------------------|
| • FFM, Group, Medicare Health Insurance | • Actuarial Standards of Practice | • Premium Rate Development |
| • ACA - 3Rs, CSR | • Streamlining and Innovation | • Enterprise Reporting |
| • Strategic Decision Making | • Insurance Laws and Regulations | • Reserve Development |
| • Predictive Modeling | • Centers for Medicare and Medicaid Services | • IT Managed Services |
| • Data Warehouse Design & Governance | • Team Building & Mentoring | • Interoperability |
| | • Organizational Restructuring | • Operations Management |

PROFESSIONAL EXPERIENCE

Senior Vice President - Chief Actuary & Chief Information Officer

AvMed Health Plans

4/2021 - Present

- Manage the Actuarial, IT, Business Intelligence, Healthcare Economics, and Advanced Analytics business units consisting of 45 employees and over 400 outsourced onshore and offshore resources.
- Provide strategic direction for Digital Health Plan Operations.
- Responsible for premium pricing strategies for all AvMed products.
- Executed Federally Facilitated Marketplace pricing strategy leading to 500% membership growth.
- Develop predictive analytics to assist in optimizing membership growth, medical costs, and underwriting.
- Optimize data governance and data quality polices and procedures.
- Manage the portfolio of strategic IT initiatives.
- Develop and guide strategies for streamlining and improving the data life cycle.

Chief Actuary & Vice President of Business Intelligence and Advanced Analytics

AvMed Health Plans

11/2018 - 4/2021

Vice President & Chief Actuary

8/2017 - 11/2018

- Managed the Actuarial, Business Intelligence, Healthcare Economics and Advanced Analytics business units.
- Responsible for premium pricing strategies for all AvMed products.
- Led business case development for expansion to the Federally Facilitated Marketplace.
- Developed predictive analytics to assist in optimizing membership growth, medical costs, and underwriting.
- Established and implemented sound data governance and data quality polices and procedures.
- Developed and guided strategies for streamlining and improving the data life cycle.
- Expanded professionalism requirements to help expand employee expertise and improve retention.

Deputy Commissioner—Life & Health Florida Office of Insurance Regulation 3/2017 - 8/2017

- Manage the Life & Health business unit consisting of 90 employees with a budget of \$5 million.
- Establish short and long term strategic goals for the Office.
- Provide leadership to the life and health actuarial, finance, product and legislative teams.
- Leadership role on regulatory and actuarial committees of the National Association of Insurance Commissioners including Vice Chair of the Health Actuarial Task Force.
- Develop and guide strategies for streamlining and improving the quality of the regulatory process.
- Implemented a shadow/rotation program across the various business units.
- Developed professionalism requirements to help expand employee expertise and improve retention.
- Provide expertise on the structure and design of the ACA's 3Rs and their financial impacts.
- Advise members of the Cabinet and Legislature regarding life and health insurance matters.
- Review legislative bill analyses.

Chief Actuary & Director of Life & Health Product Review Florida Office of Insurance Regulation 3/2015 - 3/2017

- Manage the Life & Health Product Review unit consisting of 30 employees with a budget of \$1.7 million.
- Advise the senior leadership team on life and health actuarial, financial, legislative and policy issues.
- Advise the Director of Life & Health Financial Oversight regarding financial and actuarial items.
- Leadership role on regulatory and actuarial committees of the National Association of Insurance Commissioners.
- Oversaw the development of technology innovations to streamline the filing process for industry.
- Participated on a Medigap Technical Expert Panel for the Brookings Institution and the CMS Innovation Center.
- Provide expertise on the structure and design of the ACA's 3Rs and their financial impacts.
- Perform legislative bill analyses.

Deputy Director of Life & Health Actuarial Florida Office of Insurance Regulation 7/2013 - 3/2015

- Managed the Life & Health actuarial staff consisting of 11 employees.
- Advised the leadership team on life and health actuarial, financial, legislative and policy issues.
- Recommended and implemented a restructuring of the Office's actuarial resources in order to improve communication between the pricing and valuation actuaries.
- Performed primary and secondary review of Long-Term Care and ACA rate filings.
- Advised the Director of Life & Health Financial Oversight regarding financial and actuarial items.
- Leadership role on actuarial committees of the National Association of Insurance Commissioners.

Senior Actuarial Analyst Florida Office of Insurance Regulation 7/2011 - 7/2013

- Reviewed rate filings and made approval/disapproval recommendations to the Chief Actuary.
- Reviewed new product filings for compliance with laws and actuarial standards of practice.
- Responsible for comprehensive health, disability income, and supplemental health filings.

Managing Director of Research Flagler Trust, LLC 10/2010 - 7/2011

- Conducted statistical research of economic and investment data.
- Developed investment portfolio simulation models.
- Developed algorithmic trading models.
- Maintained intrinsic value cash flow models.

Postdoctoral Researcher Florida State University 1/2009 - 10/2010

- Led an international nuclear collision experiment.
- Developed a Monte-Carlo simulation of a nuclear collision detection system.

EDUCATION & DESIGNATIONS

Member of the American Academy of Actuaries, 2015
Associate of the Society of Actuaries, 2015
Doctorate of Philosophy in Nuclear Physics, Florida State University, 2008
Masters of Science in Physics, Florida State University, 2007
Bachelors of Science in Physics, Nebraska Wesleyan University, 2004

PROFESSIONAL ENGAGEMENTS

- Gainesville Chamber of Commerce Board Member, 2019-Present
- Florida HMO Consumer Assistance Plan Board Member, 2020-Present
- Florida Health Insurance Advisory Board Member, 2019-Present
- Guest presenter for the Commission on Healthcare and Hospital Funding, 7/2015
- Keynote Speaker for the Annual Meeting of the International Association of Black Actuaries, 8/2015
- Medigap Technical Expert Panel Member for the Brookings Institution and the CMS Innovation Center, 9/2015

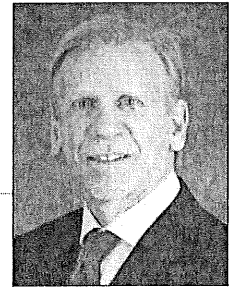
PUBLICATIONS AND PRESENTATIONS

Peer Reviewed Journals

- "Low-lying States in ${}^8\text{B}$ ", Phys. Rev. C 82, 011601 (2010).
- " ${}^{14}\text{C}(\alpha,\gamma)$ reaction rate", Phys. Rev. C 80, 045805 (2009).
- "Extreme α -clustering in the ${}^{18}\text{O}$ nucleus", Eur. Phys. J. A 42, 135-139 (2009).
- " $T=3/2^+$ States in ${}^{13}\text{C}$ ", Phys. Rev. C 78, 044603 (2008).
- "Indirect Techniques in Nuclear Astrophysics. Asymptotic Normalization Coefficient and Trojan Horse", Nucl. Phys. A 787, 321c (2007).
- "Astrophysical Reaction Rate for the Neutron-Generator Reaction ${}^{13}\text{C}(\alpha,n){}^{16}\text{O}$ in Asymptotic Giant Branch Stars", Phys. Rev. Lett, 97, 192701 (2006).

Conference Proceedings and Contributed Presentations

- "Clustering in $N\neq Z$ nuclei", Oral Presentation, XVIII Varna School on Nuclear Physics, Varna, Bulgaria (2009).
- " α -Halo in the ${}^{18}\text{O}$ Nucleus", Poster presentation, COMEX (2009).
- "The Cluster Structure of Oxygen Isotopes", Dissertation Defense, Florida State University (2008).
- "The Cluster Structure of Oxygen Isotopes", One hour seminar, Kyushu University, Kyushu, Japan (2008).
- "The Cluster Structure of Oxygen Isotopes", Cluster Structure Workshop, RIKEN, Waco, Japan (2008).
- "The Cluster Structure of ${}^{18}\text{O}$ ", Oral presentation, American Physical Society Meeting (2007).
- "A Study of the ${}^{13}\text{C}(\alpha,n)$ Reaction Rate Through the ANC Technique", Oral presentation, American Physical Society, Division of Nuclear Physics Meeting (2006).
- "The Astrophysically Important α -Capture Reaction ${}^{13}\text{C}(\alpha,n)$ ", Poster presentation, HRIBF Workshop on Nuclear Measurements for Astrophysics (2006).
- "The Astrophysically Important α -Capture Reaction ${}^{13}\text{C}(\alpha,n)$ ", Oral presentation, Florida State University, Department of Nuclear Physics Seminar (2006).
- "Cosmic Rays in MoNA", Poster presentation, American Physical Society, Division of Nuclear Physics Meeting (2003).
- "Cosmic Rays in MoNA", Oral Presentation, Michigan State University, Department of Physics REU Seminar (2003).



William A. Coats
Vice President, Treasurer and Chief Investment Officer

Bill Coats is Vice President, Treasurer and Chief Investment Officer for GuideWell and Florida Blue. In this role, Coats provides overall enterprise leadership for cash and investments, capital management as well as rating agency and banking relationships. He is also responsible for investment strategy for the enterprise's \$11 billion investment portfolio.

Prior to his current position, Coats held various leadership positions in underwriting and finance including the Chief Underwriting role and Vice President of National Accounts. Since 2004, Coats has served as a member of Florida Blue's Internal Investment Committee, which provides governance for making key investment decisions.

Prior to joining Florida Blue in 1996, Coats held various financial leadership positions with two Miami-based managed care organizations. He was responsible for a variety of financial services including financial reporting, corporate investments, banking relations, health care-related acquisitions, information systems and claims processing. Coats also held the position of senior accountant with Deloitte, Haskins & Sells in Miami.

Coats serves on several internal and external Boards and Committees: Florida Health Care Plan, Florida Combined Life, Florida Life and Health Insurance Guarantee Association, LTC Reinsurance, Ronald McDonald House Charities of Jacksonville and Plan Investment Fund.

He holds a Bachelor of Business Administration from Florida International University and is both a Chartered Financial Analyst (CFA) and Certified Treasury Professional (CTP).

RON WEEDEN
2220 Christy Lane
Oldsmar, FL 34677
Cell: (508) 733-8475 Email: cruunited@yahoo.com

SUMMARY

Extremely motivated and results driven executive with exceptional leadership skills. Extensive background in strategic planning, operational oversight, project management, and P&L control. Demonstrates ability to proactively work independently, produce and lead exceptional performance within a team environment and creatively resolve problems and capitalize on opportunities.

EXPERIENCE

HUMANA, Tampa, FL 2014 –Present

National Medicaid CFO

- Leader of Finance and Network Development Organizations
- Manage team of 70 Finance, Actuary and Network associates
- Manage \$5.6B in revenue and 1M lives (FL, IL, KY, SC, WI, OH and LA)
- Increased revenue by \$3.5B, improved pre-tax results \$225M, grew membership three fold
- Financial oversight including state P&L's, trend initiatives, MSO risk arrangements, admin, and capitated contracting
- Oversight of Provider Network Organization development including strategy, network build, value based contracting, provider services and network implementation
- Chair Corporate Trend Committee
- RFP and M&A analysis and due diligence
 - Successfully awarded new contracts in FL, KY, SC, OH and LA
 - Successfully completed acquisition deal for WI health plan and FL provider group

Florida Medicare Finance Director

- Effectively develop bid and budget strategy plan
- Evaluate specialty capitations: PMPM and Leakage. Identify contracting opportunities.
- Financial Package, Trend Report, Specialty Scorecard
- Identify utilization opportunities or shifts in care (i.e. outpatient to office, ER to urgent care, etc)
- Improve MSO global and LR surplus / (deficit). Reduce PPO MER.

AVMED HEALTH PLAN, Gainesville, FL 2013-2014

Director, Healthcare Economics

FALLON COMMUNITY HEALTH PLAN, Worcester, MA 2011-2013
2011 –2013

Director, Medical Expense, Financial Modeling and Cost Analysis

- Created standard at risk site budgets for Commercial, Medicare, Medicaid and Navicare.
- Created standard quarterly P&L's by delivery system by line of business. Reporting is at line item level (inpatient, outpatient, professional, etc) to provide business owner's ability to evaluate financial performance and bottom line MLR.
- Led Medicare Expansion planning committee for 2013 bid. Evaluated financial opportunity by county.
- Developed complex financial model to successfully sign \$450M annual 5-year contract (professional cap, hospital risk pool, pharmacy risk pool and commercial global cap)
- Completed financial analysis evaluating cost of care program for post-acute care utilization management.
- Responsible for compliance reporting such as Total Medical Expense and Relative Pricing.

CVS Caremark, Woonsocket, RI 2000 – 2011

Program Manager, Store Improvement & Design

RON WEEDEN

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Oldsmar, FL 34677

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- Determined programs and projects providing greatest financial return on investment.
- Managed Exterior Branding program with capital spend in excess of \$30 million and over 1,000 projects. This included exterior refreshes, site signage, window graphics, and perimeter lighting.
- Completed financial analysis related to capital costs, sales/margin impact, R&M savings and overall return on investment and business justifications.

Manager of Capital

- Budgeted, forecasted, and tracked actuals by project with total capital spend in excess of \$1.5 billion.
- Performed ROI and PV analysis by project to aid in project prioritization (gate keeper).
- Significantly reduced unbudgeted annual requests from \$150 million to \$25 million.
- Reduced variances to budget from 21% to 2%.

Senior Financial Analyst

- Finance Lead for EPIC (Excellence in Pharmacy and Innovative Care). EPIC was a multi-year project to enhance pharmacy systems with capital in excess of \$150 million.
- Created and automated reports illustrating sales and script volume by store/area/region, average script price, and labor efficiency rates. Dashboard reporting and analysis.

FALLON COMMUNITY HEALTHCARE SYSTEM, Worcester, MA

1996 –2000

FALLON COMMUNITY HEALTH PLAN

Manager, Provider Network Financial Planning and Operations

- Developed financial models for department staff to use for at risk sites; priced carve out costs such as mental health / substance abuse, ophthalmology, ob/gyn, etc.
- Projected financial gains and losses for at risk sites and overall expansion area. Developed financial models to project potential outcomes based on various pricing methodologies.
- Managed in partnership with the Plan's Medical Director and site leadership, the responsibility for achieving financial, quality, utilization, and servicing goals.
- Annually, presented and negotiated budget, utilization, and quality goals for each site; established risk sharing relationships between sites and FCHP. Recommended and negotiated changes in payment rates for the site's hospitals, physicians, or contracting entity.

RELIANT MEDICAL GROUP

Senior Financial Utilization Analyst

- Physician liaison responsible for the transfer of information from administration to the physician practice. Duties included consulting with Department and Site Chiefs and Managers on all aspects of business and operational development.
- Developed Mid-Level Compensation Incentive model for 10 specialty departments.
- Responsible for management of a \$30 million dollar purchase service account. Developed and streamlined reports to analyze referral patterns, contractual agreements, and over utilization.
- Decreased expenses of the \$150 million Hospital Risk Pool fund by negotiating contract rates and decreasing utilization. Reduced fund by \$4.5 million for fiscal year 1997.

CONSOLIDATED GROUP INSURANCE PLAN, Framingham, MA

1993 - 1996

EDUCATION

UNIVERSITY OF FLORIDA, Gainesville, FL
December 1992
Bachelor of Science in Business Administration
Major: Finance Equivalency: Insurance

NICHOLS COLLEGE, Dudley, MA
December 1996
Masters in Business Administration

VOLUNTEER: Junior Achievement, Habitat for Humanity, Franciscan Kitchen