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## PROFESSIONAL EXPERIENCE AND SELECTED ACCOMPLISHMENTS

### RISK MANAGEMENT PARTNERS LLC

*Managing Partner*

Wayne, PA  
2003-present

Responsible for the development and ongoing management of a healthcare consulting and employee benefits firm. RMP takes a risk management approach to the healthcare industry, with a focus on quality measurement, quality improvement, and patient safety, and their impact on healthcare and employee benefit costs. Clients are primarily healthcare purchasers (e.g., employers, unions, business coalitions, health plans) and their service providers, including TPAs, reinsurance carriers, medical management providers, and data vendors.

### DGA PARTNERS

*Director, Healthcare Purchaser Services*

Bala Cynwyd, PA  
2002-2003

Responsible for developing and managing DGA's business unit for purchasers of healthcare services, providing strategic, financial, data analysis, and reinsurance consulting services. Developed 'data-driven group stop loss' program for affinity groups of purchasers. Implemented value-based purchasing, performance measurement, and quality improvement strategies to assist clients with cost containment.

### DOCTORQUALITY

*Vice President, Corporate Development*

Philadelphia, PA  
2000-2001

Lead business development activities for healthcare company that provides corporations with consumer-oriented decision support services including quality ratings of healthcare providers.

- Designed marketing name and approach for the Company's lead product called *MyQualityCoach*.
- Signed service contracts with certain Fortune 100 companies and business coalitions.
- Responsible for early revenue generation in excess of \$500,000 per annum.
- Developing strategic relationships with governmental agencies (e.g., HCFA, OPM), managed care organizations, third party administrators, benefits consulting firms, and reinsurance companies.
- Participating in capital formation strategies and activities.

### ARMAC CORPORATION

*President*

Wayne, PA  
1992-2000

Founder of a healthcare consulting firm specializing in managing financial risk and new business development.

- Provided business development consulting services for two e-Health start-up companies.
- Developed physician practice management business that merged into Advanced Health Corporation (Tarrytown, NY) in October 1995. Completed IPO in October 1996.
- Wrote applications and obtained HMO licensure for three managed care organizations.
- Developed workers compensation managed care program for a 13-hospital alliance.
- Representative clients include Aetna Health Plans, First Health Corporation, HIP of Greater New York, Physicians Health Plan, VHA East, Main Line Health, and Mutual Risk Management.

**VOLUNTARY HOSPITALS OF AMERICA (VHA) – EAST***Vice President*

Philadelphia, PA

1988-1992

Internal consultant for alliance of hospitals and health systems.

- Developed excess professional liability program with self-insurance component resulting in \$3 million annual premium savings for seven hospitals.
- Established offshore captive insurance company for insurance programs (company now has assets of over \$40 million and net worth of \$10 million).
- Developed managed care provider network for group health and worker's compensation.

**PARTNERS NATIONAL HEALTH PLANS (PA)***President and CEO*

Philadelphia, PA

1986-1988

Responsible for initial development and operations of HMO in Philadelphia, part of joint venture between VHA and Aetna Life Insurance Co.

- Obtained HMO license in Pennsylvania and raised \$4 million of capital.
- Established delivery system of 25 hospitals and over 3000 physicians.
- Hired initial staff and supervised marketing, financial management, health care delivery, and provider relations programs.
- Generated initial \$5 million of revenues and positioned Company to reach breakeven.

**AMERICAN HEALTH MANAGEMENT AND CONSULTING***Senior Consultant and Project Director*

Wayne, PA

1984-1986

- Conducted HMO feasibility studies and provided development and management services.
- Developed medical staff-hospital joint ventures to contract with managed care organizations.
- Designed provider compensation and incentive systems.

**JURGOVAN AND BLAIR, INC.***Associate*

Rockville, MD

1981-1984

**LOUIS A. WEISS MEMORIAL HOSPITAL***Risk Manager*

Chicago, IL

1977-1981

**EDUCATION****NATIONAL HMO MANAGEMENT FELLOWSHIP PROGRAM**

Georgetown University

Washington, DC

1981

**KELLOGG SCHOOL, NORTHWESTERN UNIVERSITY***Master of Management*

Health Services Management and Finance

Evanston, IL

Awarded 1978

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA***Bachelor of Science in Economics*

Philadelphia, PA

Awarded 1976

**AFFILIATIONS**

AMERICAN COLLEGE OF HEALTHCARE EXECUTIVES, Fellow

AMERICAN ASSOCIATION OF HEALTHCARE CONSULTANTS, Firm Member (1992-1996)