

Employment Accomplishments 2002-2016

(Does not include StoneVentures Consulting Accomplishments)

Preventice Solutions 2016

Following a six-month consulting agreement, Preventice requested $\frac{3}{4}$ time commitment for the role of part time interim director of reimbursement. The 2016 accomplishments included a year over year cash flow increase about 35% with reductions in force of 30% with over a 20% increase in volume. Other initiatives included payer contract negotiations and reimbursement and operational related strategic planning.

CardioNet, Inc. 2005-2009

Regulatory affairs included presentations to State Senators and the Pennsylvania Governor. These presentations prompted changes within the Commonwealth of Pennsylvania to establish an enhanced billing and reimbursement methodology previously disallowed by legislation for health insurance carriers. The successful outcome of the initiative enables contracting and mitigated losses in sales revenue, reduction in administrative costs to both the company and the referring physician practices.

Substantial process-efficiency and staff-model review resulted in a redesign and consolidation of two reimbursement related departments. This initiative resulted in a 7% staff-budget reduction with a 21% increase in volume productivity. Additionally, the process-outcome decreased the time from order intake to patient service initiation by over 30%. Subsequent plans called for additional savings in process cost through increased efficiency. The final reorganization established efficiency gains that positioned the department for 25% additional growth with a staff-neutral and no budget impact.

With the 2007 acquisition of PDSHeart, Inc. a number of legal, compliance and regulatory projects included a number of Federal and local re-credentialing projects, redesign and consolidation of various customer interactive agreements as well as all marketing materials. One initiative required settlement negotiations with one state agency for a PDSHeart pre-acquisition licensure filing failure. The successful outcome saved the company a potential multi-million dollar take-back and penalties.

LifeWatch, Inc. 2002-2005

Program integration initiatives include internal software development, business process outsourcing and compliance program development. The operational design was based on a strategic initiative to enhance the speed in which services were billed and paid with a corresponding cost reduction of a minimum of 20%. The outcome included a 20% increase in productivity, a 30% reduction in the intake and billing staff budget and for the first time in the history of the company's 9 year history, a major contribution to both establishing profit, positive cash flow and the imposition of a claims/billing integrity plan.

Additional accomplishments included a substantial reduction in accounts receivable through initiatives designed to "settle" unpaid or disputed claims aged between 2 to 4 years. Settlements accounted for nearly a one third reduction in accounts receivable with a cash value over 6 million dollars. Most settlements ranged from 75 to 95% of billed value and resulted in either a re-negotiation or the establishment of a contract with the insurance carriers involved.