

Recommendations

Glenn Mason,
Vice President, Customer Service North America at VWR International

"Ed is a seasoned leader who is able to leverage his extensive compliance/ regulatory, reimbursement, and operational expertise to help drive customer service in the bio/pharma, healthcare, and medical device industries. He was an invaluable mentor to me at CardioNet as we collaborated across the organization to change the culture and provide professional customer service support. I would highly recommend Ed for any leadership position that requires industry expertise and strong interpersonal skills to help drive professionalism and growth. "

Pankaj (Pete) Patel,
Manager Physician Relations & FFS Contracting

"Sometimes as companies grow the rate of growth causes disorganization and inefficiencies to occur. Ed Stone is someone that can resolve these matters very effectively while ensuring that the growth curve does not get impeded. His knowledge of managed care, compliance, and revenue streams is amazing. He does a tremendous job at analyzing the problem and creating steps to ensure it is resolved and not repeated in the future. Ed stepped up to take to the lead on a number of projects that most executives turned away from. He was an immense asset to the company. I would strongly recommend Ed Stone to any sized company looking to expand who is in need of a managed care, reimbursement, or regulatory and compliance officer"

Tim Drnevich
Regional Sales Director at CardioNet

"I had the privilege of working with Ed during our time together at CardioNet. While working in a challenging payor market, Ed joined me in the field on many occasions making joint calls to customers and was instrumental in bringing resolution and a positive outcome to payer disputes on coverage eligibility and claims. His vast knowledge and understanding of payor medical policies for coverage determination along with his work in revenue management from FFS accounts due back to the company was an asset to both the organization and me.

Ed's vast knowledge as our compliance officer provided specific details and direction to the sales team and ensured that all government and company related polices were being enforced and followed.

If you're looking for someone who is an expert as a Regulatory and Government officer and has vast knowledge of the payor medical policies and health claims recovery experience, then I highly recommend Ed Stone.

Kimberly Toth
Industrial Design / Sales at SS Industries

"Ed is truly one of the finest people I have ever had the pleasure of working with. His professionalism and general zest for life sets him apart from the crowd and makes working with him an enjoyable experience. I will highly recommend Ed's services to anyone looking for a hard working, positive influence to lead their team"

Erik Hennings, Attorney at Law, Manager Corporate Compliance & Regulatory Affairs
HomeCare Concepts of America

Comments about Ed:

- *A strong leadership, diverse expertise and is well respected*
- *Works well in a large group to a common goal*
- *Manages well in a fast paced environment*
- *Very dedicated to business goals/extremely loyal to corporate goals and integrity*
- *Compared to others in similar positions Ed is the one with results*
- *Works well with high level executives*
- *Manages up to a staff of 400*

Joan Zadwadzki, RN Manager of Patient Services
Corporate Training, HomeCare Concepts of America

"I am delighted at the opportunity to recommend Ed Stone. It was astonishing to work with a reimbursement director with his knowledge and creativity. Ed is always seeking better ways to accomplish his tasks and works with lightning speed to get new projects accomplished. His training programs always included self-written comprehensive manuals, which were in my opinion publishable.

If Ed believes in you, his loyalty to your organizational goals will serve you in good stead and his staff will be well managed towards the same goals" Some attributes include:

- *"Dogged persistence with strong ethical principals and a deep knowledge of reimbursement issues"*
- *"He never lets his personal issues color his judgment"*
- *"He is a master of developing his employees keeping their growth at the forefront of his management goal"*

Van Betulius,
Account/Territory Sales Manager

"I had a tough territory for insurance reimbursement of our telemetry heart monitor. It was considered new and more expensive, even though the clinical results were superior. Edward teamed up with me, using his experience and unique insight, to overcome some of the reimbursement roadblocks. I would team up with Edward anytime!"

Jim Jackson
Clinical Sales Representative at Intuitive Surgical

"I had the pleasure to work with Ed as we pioneered new technology across the country. When doing so, there are numerous obstacles, which are clear, but even more that are unexpected. Ed was an invaluable resource "in house" to support field sales & the client base. He was equally as invaluable in the field rolling up his sleeves to solve problems and allow the business to continue to grow. Without his contributions, the company would not likely have achieved its goals in the same timelines."

"There are many people in business that have the ability to a job, but few with the breadth of knowledge and expertise as Ed. As important, he is uncompromising when it comes to character and integrity."

David Grove
Commercial Real Estate Executive (Construction Project Manager)

"I worked with Ed on a large, complex, multi-phased renovation of a corporate headquarters facility. The outcome and success of this high-visibility Project Management undertaking relied heavily on Ed's role as in-house point-of-contact for the client. Ed's deep understanding of the operational intricacies of the business units, his rapport with the respective stakeholders and grasp of their infrastructure requirements combined with his work ethic and technical proficiency towards a great outcome (on time and under budget). Ed was a pleasure to work with and a consummate professional who supplied the much-needed 'grease' to keep the complex machine operating at full capacity."

Kym Brooks
Recruiter at KB & Associates

"I have had the opportunity to work with Ed since the 1990's. Our working relationship has been based on a number of collaborative projects where I was able to use Ed and his vast experience in healthcare operations to support my clients with staffing recommendations as well as offering his consulting services. Every client placement be it employment or a consulting assignment, reported that Ed provided an outstanding process review along with recommendations that would support revenue growth and reimbursement. Clients also reported that his training and revisions to existing training programs coincided with the recommendations and made dramatic improvements to efficiency, customer relations and reimbursement. I have also worked to support Ed's staffing needs in a number of his past opportunities. If you are looking for company leadership and desire a proactive team member with outstanding interpersonal skills who is well connected in the healthcare field, I would highly recommend Ed."

Mike Gebauer
Turning Visions into Value

"Ed was the VP of Compliance & Reimbursement while I was the VP of Sales & Marketing at CardioNet, Inc. He consistently provided superb support services for many of our biggest practices, demonstrating expertise and strong customer relationship management skills while managing simultaneous complex financial issues with the practices and government/payer challenges. Ed is an excellent collaborator and we were very effective together, accomplishing much. He comes highly recommended"

Paula Emond
Senior Sales & Operations Executive

"At HCCA we were in constant M & A mode, working with multiple billing systems and constantly changing product lines. With each acquisition came billing issues and mountains of uncollected old claims. Ed was amazing in his ability to assess the damage, consolidate the billing, and obtain maximum reimbursement in a changing managed care environment. His follow through with staff training in clean billing, compliance, and collections resulted in multi-million dollar recoveries and continued attainment of collection goals. As the Director of Sales Operations, I could always rely on Ed when any given marketplace would trend towards reduced coverage, or even discontinuance of coverage for a given product line. There were many product lines, as well as sales territories that would have died without Ed's diligence and intervention. Ed was key in obtaining coverage for new therapies as well as maintaining maximum reimbursement on older product lines, possessing a unique ability to intervene in the sales process to increase the bottom line of the company. I loved working with Ed --- he is a man of great integrity and dedication."

Gregg Raybuck
President, Maternal Health at Ther-Rx (Lumara)

Ed is a top-notch healthcare executive whom I consider one of the national leaders in the area of healthcare reimbursement. Ed has the keen ability to rapidly assess a business process and workflows and deliver detailed plans that deliver an immediate improvement in company performance. I have worked with Ed in numerous capacities and highly recommend Ed to any organization looking to improve their revenue cycle management process. Please feel free to contact me should you be interested in a more detailed discussion of his qualifications and overall strengths.

Karen Price
Sales and Marketing

Ed is a strategic thinker and expert in the complex world of healthcare third-party reimbursement. I had the pleasure of working with Ed and his recommendation to convert a billing methodology at my largest cardiology practice resulted in the company's largest ASP increase and significant revenue growth for my territory. I would highly recommend Ed as he would be a great asset to your team.

**Nan A Green,
Agent, U.S. Treasury, Retired**

"In the later 1970's I was the chief accountant for a regional medical and pharmaceutical supply company. Ed came to our company as a high school student for a part-time warehouse opening. We had never had a youth applicant come in for an interview with detailed accomplishments such as the creator of an anti-drug program for elementary schools and was actually teaching science classes at one elementary school under an accelerated high school education program. After hiring Ed and seeing his work ethic in the warehouse, we realized he had a higher value in a technical capacity. When Ed graduated from high school and began college we supported his education through a number of medical and technical programs allowing him to become our first technical support and service manager for cardiac and physician office technical equipment.

In my role I had the opportunity to mentor Ed on finance and accounting processes and the disciplines that are necessary to manage a business and people. I watched Ed observe, learn, listen and organize over the years and was honored that he always remembered my mentorship and how it led to his successful executive career and his consulting business.

If you desire leadership that maintains the need to succeed and the desire to organize, train and implement best practices with a great ROI, I would highly recommend Ed."