Edward J. Stone

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Objective

To achieve success in the areas of program development and business operations as a means to help companies prosper by developing custom-designed programs for operational enhancements that positively impact efficiencies, customer relations, the bottom line and cash flow. To collaborate with team members to seek measurable growth, ongoing process improvements and achieving established goals.

Health Care Experience

2016 to Current **Preventice Solutions.** Vice President Managed Care. Preventice is a Merck and Boston Scientific owned entity providing leading and next generation diagnostic instruments and care monitoring platforms in the cardiovascular market. The position focuses on reimbursement operations, alternative payment methodologies and the strategies necessary to move beyond traditional reimbursement offerings. This includes collaborations with insurers under pay for performance modeling.

2016 **Preventice Solution**s. Part time/interim Director of Reimbursement. As a consultant and part time director for Preventice in 2016, cash flow was increased 35% YOY with reductions in force of 30% with a 20% increase in volume.

2009 to 2016 **StoneVentures.** Principal. Consulting services for specialized management services relating to contract administration, reimbursement operations, customer service training, business operations, target marketing and compliance operations. Customers based in DME, pharma-tech, sleep lab, diagnostics, specialty pharmacy (home infusion and women's health), medical office, and rehab product specialties.

2005 to 2009 **CardioNet, Inc.** Vice President of Reimbursement, Compliance/HIPAA, Regulatory Affairs CardioNet, $150 million in annual review provides cardiac care diagnostic services and equipment as an independent diagnostic testing facility. Responsibilities included reimbursement operations, compliance and privacy officer, regulatory and governmental affairs relating to managed care and insurer interactions between both CardioNet and physicians. See Also: Accomplishments Document

2002 to 2005 **LifeWatch, Inc.** Executive Vice President, Compliance/HIPAA Officer, Reimbursement Operations LifeWatch, $36 million in annual revenue provides cardiac care diagnostic services and equipment as an Iindependent diagnostic testing facility. Responsibilities include reimbursement, regulatory affairs, compliance, and managed care contract administration. See Also: Accomplishments Document

2001 to 2002 **Gentiva Health Services, Inc.** Vice President, Contract Performance Review Gentiva (formerly Olsten Health Services) a $1.4 billion home health, infusion, and managed care network company.   Responsibilities include management of a specialized staff of auditors dedicated to managing contractual relationships with insurance carriers and managed care companies in an effort to resolve unpaid claims and renegotiate contractual operational components. This one-year employment agreement resolved $21 million in claims and helped position the infusion company for sale to Accredo Healthcare.

1999 to 2001 **Matria Healthcare, Inc.** Vice President of Reimbursement Matria is a leader in disease state management programs with $250 million in annual revenue for services such as pregnancy-pre-term labor management, cardiac event monitoring, and diabetes self-care. Responsibilities include oversight of reimbursement staff of 130, reimbursement outcomes, contract administration, payer relations, reimbursement-compliance, billing and patient insurance assessment-authorization processes, product-reimbursement review, and sales educational programs. Achievements include a DSO reduction from 120 to 78 through pro-active management initiatives and increases in cash flow.

Education Summary

Valencia High School, Placentia,
California State University, Fullerton
Carnegie Institute
Burdick ECG Tech

References & Portfolio Documents

Extensive Reference list available upon request

https://www.linkedin.com/pub/edward-stone/15/109/2b0

www.StoneVentures.us