

MSQ43,d – Resumes

Steve Smith, CPhT

Senior Director, Industry Relations

Seasoned professional with 34 years of health care experience including hospital, call center, account management, rebate services, and point of service claims processing. 26 years of Pharmacy Benefit Management experience, with 17 years of experience in pharmaceutical rebate contract administration, including Medicaid and commercial rebates.

Experience

Optum Rx—Atlanta, GA

2010 – Present

Senior Director, Industry Relations

- Manage team of seven Rebate Analysts and responsible for all budgetary and HR issues within the Government Markets rebate administration team
- Accurately administer Federal rebate pharmaceutical agreements for the fee-for-service and managed care Medicaid populations in the State of Indiana, State of Tennessee, State of Wyoming, State of Vermont, State of Ohio, Commonwealth of Pennsylvania, State of Utah, and State of Iowa
- Accurately administer Supplemental and Diabetic Supply rebate pharmaceutical agreements for the fee-for-service Medicaid populations in the State of Indiana, State of Tennessee, State of Wyoming, State of Vermont, State of Ohio, Commonwealth of Pennsylvania, State of Utah, and State of Iowa
- Previously administered Supplemental and Diabetic Supply rebate pharmaceutical agreements for the fee-for service Medicaid in the Commonwealth of Virginia and State of Nevada
- Currently perform the following rebate administration functions for the State of Indiana, State of Tennessee, State of Wyoming, State of Vermont, State of Ohio, Commonwealth of Pennsylvania, State of Utah, and State of Iowa:
 - Timely invoice submission
 - Effective dispute resolution
 - Cash reconciliation and allocation
- Develop rebate administration policies and procedures for Government Markets clients.

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Optum Rx®

RX

Pharmacy Benefit Manager—Atlanta, GA**2007 – 2010*****Manager, Rebate Administration***

- Managed a team of 11 Business Analysts and Associates responsible for accurately administering 150+ pharmaceutical manufacturer rebate agreements for Commercial and Medicare D clients within the PBM's Rebate Administration software; timely invoice submission; effective dispute resolution; and Cash reconciliation and allocation.
- Assisted with the implementation and module modification of the rebate processing system for invoicing, allocation, and payment of PBM clients.

Pharmacy Benefit Manager—Atlanta, GA**1998 – 2007*****Multiple Roles******Quality Assurance Manager***

- Managed a team of 19 Business Analysts performing the following functions:
- Participating in requirements definition and documentation
- Developing and executing system test plans and user acceptance test plans
- Creating and maintaining the Software Development Life Cycle (SDLC)
- Coordinating and completing regression testing
- Implementing clients into a new point-of-sale system and auxiliary applications

Business Analyst

- Developed effective and efficient system test cases and system test data. Significant system test plans included successful implementations for major state Medicaid programs, Federal programs, and enhancements to existing programs involving the integration of an automated prior authorization application.

Account Manager

- Acted as the primary PBM contact for the following PBM clients: MassHealth, Washington Medicaid, Nebraska Medicaid, and the Connecticut Pharmacy Prior Authorization (PA) Program

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Education and Licensure

Education

Bachelor of Science Georgia State University Atlanta, GA

Licensure

Certified Pharmacy
Technician Certificate
Number 30020586

Registered Pharmacy Technician, Georgia Dept. of
Community Health License Number PHTC009040

Kevin Whittington, RPh

Senior Director, Industry Relations

Pharmacy professional with more than 30 years of pharmacy experience, including over 22 years in the Pharmacy Benefits Management industry. Experienced in rebate contract negotiation, Preferred Drug List/formulary development and maintenance.

Experience

Multiple Roles

Optum Rx—Tallahassee, FL

2011 – Present

Senior Director, Industry Relations

- Federal Rebate: Invoicing, dispute resolution and payment reconciliation
- Supplemental Rebates: Contract negotiation, P&T committee support, invoicing, dispute resolution, and payment reconciliation
- Diabetic Supply Program: Contract negotiation, P&T committee support, invoicing, dispute resolution, and payment reconciliation
- Lead rebate data analytics and Medicaid rebate negotiation team

Pharmacy Benefit Manager—Tallahassee, FL

1999 – 2011

Executive Account Manager

- Served as the liaison between Pharmacy Benefit Manager and assigned clients
- Developed program goals for managing drug usage and improving therapeutic outcomes
- Directed account management, clinical, technical and analytical staff for projects including claims processing, automated prior authorizations, medication therapy management, Retro- DUR, clinically focused initiatives, Pharmacy and DME audit programs
- Managed Business Development strategy and RFP response as well implementation and on- going operations of the Florida Medicaid Drug Therapy Management Program
- Lead East Region PBM operations
- Oversaw installation and operations of automated prior authorizations solutions in Montana and Mississippi
- Negotiated contract modifications and extensions with multiple state

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Medicaid and commercial accounts

Senior Pharmacy Account Manager

- Responsible for overall pharmacy operational management for assigned accounts
- Managed various daily operations of administrative, management, and technical staff to support performance standards meet client's pharmacy program needs
- Responsible for overall pharmacy operational management for assigned accounts
- Developed and implemented processes, programs, and services to enhance pharmacy

Clinical Programs Coordinator

- Developed and implemented clinical programs such as 4 Brand Cap program, Preferred Drug List (PDL) program, Therapeutic Academic Intervention program, Compliance Monitoring program, and Intensified Benefits Management program
- Worked with clients to develop program goals and training materials for client and Pharmacy Benefit Manager clinical and call center staff
- Trained client and Pharmacy Benefit Manager clinical and call center staff
- Developed clinical collateral used in educating provider community

Pharmacy Audit Coordinator

- Managed remote field staff responsible for completing onsite pharmacy audits
- Trained auditors in Medicaid policy, billing rules, and state and federal laws concerning pharmacy practice
- Assisted clients in identifying providers to audit
- Automated significant portions of auditor's paperwork to allow more time for actual onsite auditing

National Chain Pharmacy – Tallahassee, FL

1989 – 1999

Pharmacy Manager

- Managed day to day operations of pharmacy department
- Supported compliance with state and federal laws as well as with various third-party payer rules for reimbursement
- Served as district pharmacy trainer, educating all pharmacists and pharmacy interns for a 20- store district

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- Served as pharmacy staffing coordinator, ensuring adequate pharmacist coverage for a 20- store district

Education and Licensure

Education

Bachelor of Science, Pharmacy

Florida A&M University Tallahassee, FL

Licensure

Florida

Pharmacist License Number PS26104

Rob Earnest, JD, PharmD

Vice President, Industry Relations

Pharmacy benefit management professional with over 38 years of pharmacy experience, with over 26 years in the Pharmacy Benefit Management field serving Medicaid clients. Highly experienced in Medicaid drug rebates, Managed Medicaid and CHIP rebates, commercial and Medicare Part D rebates, pharmacy rebate process facilitation, contract negotiation and administration, dispute resolution, and Preferred Drug List (PDL) / Formulary development and maintenance.

Experience

Multiple Roles

Optum Rx—Atlanta, GA

2006 – Present

Vice President, Industry Relations

- Responsible for the oversight and management of rebate administration services for Optum Rx's Medicaid Fee-For-Service (FFS) clients including Indiana, Iowa, Maine, Ohio, Pennsylvania, Tennessee, Texas, Utah, Vermont and Wyoming
- Responsible for the oversight of rebate solicitation, negotiation and evaluation services provided to the Sovereign States Drug Consortium (SSDC), a CMS-approved rebate which is comprised 15 state Medicaid programs: Delaware, Iowa, Kentucky, Maine, Mississippi, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, South Dakota, Utah, Vermont, West Virginia and Wyoming
- Responsible for the oversight and management of Medicaid supplemental and diabetic supply rebate negotiations with manufacturers for single state Medicaid programs: Indiana, Tennessee and Texas
- Responsible for developing, managing and expanding Optum Rx's relationships with select manufacturers for all client verticals including commercial, Managed Medicaid, CHIP and Medicare Part B and Part D

Vice President, Government Markets

- Responsible for the oversight and management of Government Markets clinical operations including Medicaid rebate administration, PDL/formulary development, provider network MAC pricing, and clinical analysis

Director, Government Markets

- Provided consulting services in the areas of account management, Medicaid rebate administration, PDL/formulary development, provider network administration, and regulatory compliance
- Assisted in identifying opportunities to expand Government Market's book of

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business

- Managed diabetic supply rebate program for Georgia Medicaid
- Managed supplemental rebate / diabetic supply rebate programs for TennCare

Pharmacy Benefit Manager—Atlanta, GA

2006

Executive Director of Clinical Analytics

- Led the development of Clinical Analytics Department and the initiative to bring rebate operations in-house to the Pharmacy Benefit Manager
- Provided strategic oversight for the Clinical Analytics Department
- Oversaw the quarterly data collection and rebate invoicing processes
- Oversaw the coordination of accounts receivable and accounts payable activities with the Accounting and Finance Department
- Provided assistance to in-house counsel in the review and drafting of rebate agreements with pharmaceutical manufacturers
- Performed rebate analyses for PAC Committees, contract renewals and RFP responses
- Assisted in the development and implementation of the rebate management application
- Oversaw the interaction with rebate management application vendor

Pharmacy Benefit Manager—Atlanta, GA

2001 – 2006

Multiple Roles:

- Senior Director of Clinical Services
- Director of Clinical Services
- Assistant Director of Operations, Rebate Services
- Clinical Rebate Manager
- Drug Rebate Pharmacist
- Initiation and Selection Pharmacist
- Therapeutic Consultation Pharmacist

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Education and Licensure

Education

Doctor of Pharmacy

Mercer University, Southern School of Pharmacy
Atlanta, Georgia

Juris Doctor

Mercer University, Walter F. George School of Law
Macon, Georgia

Licensure

Georgia

Pharmacist License Number RPH014672
State Bar Number 005640