

# The Ever **Ev**olving Health Care System

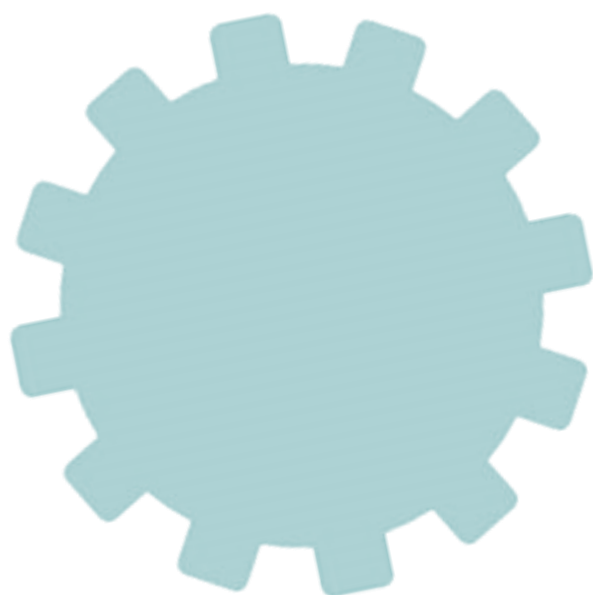
**Managing Quality, Value and  
Affordability**

**2016**

**New York Health Plan Association Annual Conference**

Hilton Garden Inn, Troy, NY

November 17, 2016 | 8am—3:30pm



# New York Health Plan Association

## 2016 Annual Conference

### Welcome to the Conference!

Welcome to the New York Health Plan Association's (HPA) 2016 Annual Conference, "The Ever Evolving Health Care System: Maximizing Quality, Value and Affordability." The focus of how health care is currently provided is shifting from volume to maximizing value for patients, seeking to achieve the best outcomes at affordable costs. The transformation to value based reimbursement is well underway. However, the transition was and continues to be challenging for many.

Today's conference will provide insight into the evolving system. We will hear about innovative ways health plans in New York and across the country are responding to the need to be accountable for quality, access and performance. Speakers will also examine whether transparency in health care will help reduce health care costs by promoting consumer engagement and improving competition or if transparency is irrelevant or a factor contributing to higher costs.

Over the years HPA's conferences have brought together state and national health care policy leaders to explore current health care topics of the day. We hope you find today's discussions useful, thought provoking and helpful to you and your organization as we all work together. Only by working together will we find ways to make health care more affordable and ensure that consumers, employers, and taxpayers are getting the best value for their hard-earned health care dollars. We encourage you to join in in what we believe will be lively and informative conversations throughout the day.

Please take a moment during the conference breaks to visit our exhibitors and sponsors. We thank them for their generous support of this conference.

And thank you to all of the conference attendees for your continued interest and participation.

Enjoy the Conference!



**Paul F. Macielak, Esq.**  
President and CEO  
New York Health Plan Association

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# About the New York Health Plan Association

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## Who We Represent

The New York Health Plan Association (HPA) is an industry voice for health care plans across the state. HPA was established for the purpose of promoting the development of managed health care plans within New York State and is an advocate for quality health care for all New Yorkers.

Currently the New York Health Plan Association has 28 member health plans. Our members provide health care coverage to New Yorkers enrolled through their employers, those enrolled through government-sponsored programs such as Medicaid and Child Health Plus, Medicare enrollees, frail elderly and chronically disabled New Yorkers who receive coordinated services through a Managed Long Term Care (MLTC) plan, and individual New Yorkers who shop for coverage on the New York State of Health, the State's official Marketplace, or directly from plans. HPA also has a number of Affiliate members that include dental and behavioral health plans, pharmaceutical companies and other companies that contract with health plans. HPA membership represents all types of health plans and includes for-profit and non-profit companies.

## Our Members at Work

All of HPA's member health plans share a commitment to meeting the health care needs of New York State – providing quality health care services, serving residents healthy and sick, and communities rural and urban. HPA member plans also participate in innovative programs and research that promote the health and well-being of New York State residents.

## Our Educational Foundation

The HPA also maintains an educational foundation that serves as a resource for businesses, labor, government and the media. Major foundation activities include development and ongoing operation of numerous collaboratives aimed at improving quality of care for all New Yorkers.





## Our Members

### Full Members

Aetna  
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### LOCATION

#### New York Health Plan Association

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518-462-2293 | FAX 518-462-2150

[www.nyhpa.org](http://www.nyhpa.org)

# November 17, 2016 Conference Agenda

**8am Registration | Breakfast | Exhibitors—Breakfast Sponsored by Optum**

**9am Welcome**

**Paul F. Macielak, Esq.**, President & CEO, New York Health Plan Association

**Robert R. Hinckley**, Executive Vice President, Chief Strategy Officer, Capital District Physicians' Health Plan

**9:15am Keynote Address—The Future of the Healthcare Marketplace: Progress and Promises**

**Ian Morrison**, Author | Consultant | Futurist

**10am BREAK—Please visit the Exhibitors!**

**10:30am New York State Department of Financial Services: Overview of the Department's Accomplishments in 2016 and Key Priorities for 2017**

**Maria T. Vullo**, Superintendent, New York State Department of Financial Services

**11am Panel—Seeing Our Way to Transparency**

Moderator—**Maggie Moree**, Director, Government Affairs, New York & New England, Aetna, Inc.

**David Sandman, PhD**, President & CEO, New York State Health Foundation

**John Freedman, MD, MBA**, President, Freedman HealthCare

**12:15pm LUNCH—Please visit the Exhibitors—Lunch Sponsored by Beacon Health Options**

**1pm Ethical Journalism in Challenging Times**

**Rex Smith**, Vice President & Editor, Times Union Newspaper and Website, Serving New York's Capital Region—Albany, Schenectady, Rennselaer and Saratoga Counties

**1:45pm Panel—Health Plan Approaches to Maximize Value and Affordability**

Moderator—**Dan Goldberg**, Reporter, POLITICO New York

**William C. Lamoreaux**, Executive Vice President & Chief Operating Officer, EmblemHealth

**Minalkumar Patel, MD, MPH**, Senior Vice President & Chief Strategy Officer, Horizon Blue Cross Blue Shield of New Jersey

**Charles Bacchi**, President & CEO, California Association of Health Plans

**3pm Closing Remarks**

**Paul F. Macielak, Esq.**

**3:15pm Raffle Drawing**

**3:30pm Adjourn**

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## Guest Speakers

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### **The Future of the Healthcare Marketplace: Progress and Promises**

**IAN MORRISON**

**Author | Consultant | Futurist**

Ian Morrison is an internationally known author, consultant, and futurist specializing in long-term forecasting and planning with particular emphasis on health care and the changing business environment. He combines research and consulting skills with an incisive Scottish wit to help public and private organizations plan their longer-term future.

Mr. Morrison has written, lectured and consulted on a wide variety of forecasting, strategy and health care topics for government, industry and a variety of nonprofit organizations in North America, Europe, the Middle-East and Asia. He has spoken to a range of audiences from the boards of Fortune 100 companies to the Chinese Academy of Social Sciences in Beijing. Mr. Morrison has worked with more than 100 *Fortune* 500 companies in health care, manufacturing, information technology and financial services. Recent client sponsors include GE, Kaiser Permanente and the Mayo Clinic. He is a frequent commentator on the future for television, radio, and the print media, and is the author of numerous books and publications.

Mr. Morrison is President Emeritus of the Institute for the Future (ITF). He is a founding partner in Strategic Health Perspectives a joint venture between Harris Interactive and the Harvard School of Public Health's Department of Health Policy and Management. From 1996-1999, Mr. Morrison was retained by Accenture (formerly Andersen Consulting) as Chairman of the Health Futures Forum. In that capacity, Mr. Morrison chaired a number of international forums on the future of health care.

Before coming to ITF in 1985, Mr. Morrison spent seven years in British Columbia, Canada, in a variety of research, teaching, and consulting positions. He holds an interdisciplinary PhD in urban studies from the University of British Columbia; an MA in geography from the University of Edinburgh, Scotland, and a graduate degree in urban planning from the University of Newcastle-upon-Tyne, England. He is a past director and

chair of the California Health Care Foundation; a director of the new Martin Luther King Hospital in Los Angeles; a past director of the Health Research and Education Trust (HRET), the research and education arm of the American Hospital Association; and a past director of the Center for Healthcare Design. Mr. Morrison currently serves on the Advisory Council of the Council of Accountable Physician Practices (an affiliate of the American Medical Group Association). Mr. Morrison also served as a member of the Stakeholders Advisory Committee of the Program on Health System Improvement at Harvard University.

### **New York State Department of Financial Services: Overview of the Department's Accomplishments in 2016 and Key Priorities for 2017**

**MARIA T. VULLO**

**Superintendent, New York State Department of  
Financial Services**

Maria T. Vullo was confirmed as Superintendent Financial Services in June of 2016. As Superintendent, she is responsible for protecting consumers and markets in New York State from fraud and financial crises, as well as reforming the regulation of financial services to keep pace with the industry's rapid evolution.

Prior to joining DFS, Ms. Vullo was a litigation partner at Paul, Weiss, Rifkind, Wharton & Garrison LLP, where she led civil, criminal and regulatory investigations before courts and governmental authorities across the country. Ms. Vullo also served as Executive Deputy Attorney General for Economic Justice Division in the Office of the New York State Attorney General, under then New York State Attorney General Andrew Cuomo. There she oversaw the Bureaus of Investor Protection, Antitrust, Real Estate Finance, Consumer Frauds and Internet, leading investigations across New York State to protect investors and consumers from fraud.

An accomplished trial lawyer, Ms. Vullo has also argued before the United States Supreme Court, the United States Courts of Appeals for the Second, Ninth and Tenth Circuits, and the New York State Appellate Division.

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## Guest Speakers

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Ms. Vullo is a recognized leader in protecting women's rights, including representing women raped by soldiers during the 1992-1995 Bosnian War—a case in which she secured a \$745 million jury verdict for the plaintiffs. Her pro bono work also includes securing a \$100 million jury verdict representing abortion providers whose lives had been threatened by an online “hit list” and numerous amicus curiae briefs to the U.S. Supreme Court in significant civil rights cases.

Ms. Vullo earned her JD from New York University School of Law, an MPA from the New York University Wagner Graduate School of Public Service, and a BA from the College of Mount Saint Vincent. She clerked for the Hon. John A. MacKenzie, United States District Court, Eastern District of Virginia, following law school prior to entering private practice.

### Ethical Journalism in Challenging Times

#### REX SMITH

**Vice President & Editor, Times Union Newspaper and Website, serving New York's Capital Region (Albany, Schenectady, Saratoga and Rensselaer Counties)**

Rex Smith has been Editor of the Albany Times Union at The Hearst Corporation since July 2002. Mr. Smith has spent more than two decades in newspaper reporting and editing, including 15 in New York State's Capital Region.

Since 1991, he served as Editor of The Record in Troy, NY before joining the Times Union in 1995 as Managing Editor/news. He has been a key player on the team that helped the Times Union win recognition as the best newspaper in its circulation class in New York State. Prior to being named Editor of the Times Union, Mr. Smith spent 11 years in journalism in key editing roles with Capital Region newspapers, but his introduction to the area came in 1987 when he was named Albany bureau chief and national correspondent for Newsday, the Long Island newspaper he joined as a reporter in 1980. He began his newspaper career in 1974 as Managing Editor of the Rensselaer Republican in Rensselaer, IN, then served as a legislative aide and press secretary to US Rep. Floyd Fithian, D-IN, from 1975 to 1979.

Mr. Smith served as President of the New York State Associated Press Association, was a Pulitzer Prize juror in 2001 and 2002, and is a host of "The Media Project." He holds a BA, cum laude, in American studies from Trinity University in San Antonio, TX, and an MS from the Columbia University Graduate School of Journalism.

### PANEL—Seeing Our Way to Transparency

#### Moderator

#### MAGGIE MOREE

**Senior Director, Government Affairs, New York & New England, Aetna, Inc.**

As a member of Aetna's Government Affairs team since 2012, Ms. Moree serves as Aetna's lead government affairs specialist for New York State and Northern New England. In that capacity, Ms. Moree represents the company's regulatory and legislative interests with an emphasis on Aetna's core health and life insurance businesses.

Prior to joining Aetna, Ms. Moree served for four years as the Director of Federal Affairs for The Business Council of New York State where she provided policy and advocacy support in the areas of health insurance, workers' compensation, unemployment insurance, contract procurement and workforce development and education. She has extensive public service and policy experience with over ten years at the New York State Department of Labor overseeing the Divisions of Unemployment Insurance, Employment Services and Workforce Development. Ms. Moree served on the staff of three New York State senators in her 13 years with the State Senate, and as a staff member for New York's Governor.

Ms. Moree serves as chair of the Village of Athens Planning Board, of which she has been a member since 2010, and as a board member on the Greene County IDA. She is a graduate of New York University and resides in the Hudson Valley.

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## Guest Speakers

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### Panelists

#### DAVID SANDMAN, PhD

**President & CEO, New York State Health Foundation**

David Sandman, PhD, is the President and Chief Executive Officer of the New York State Health Foundation (NYSHHealth), a private foundation dedicated to improving the health of all New Yorkers, especially the most vulnerable. Since 2006, NYSHHealth has invested more than \$100 million in initiatives to improve health care and the public health system in New York State. Equally important, the Foundation is committed to sharing the results and lessons of its grantmaking; informing policy and practice through timely, credible analysis and commentary; and serving as a neutral convener of health care leaders and stakeholders throughout New York State.

Dr. Sandman was named President and CEO in 2016, after serving as NYSHHealth's Senior Vice President. Previously, Dr. Sandman was appointed by the Governor of New York as Executive Director of the Commission on Health Care Facilities in the 21st Century, also known as the "Berger Commission."

After serving as Executive Director of the Berger Commission, Dr. Sandman became a Managing Director of Manatt Health Solutions. Earlier, he was a Vice President at Harris Interactive, a global research and consulting firm. Prior to joining Harris Interactive, Dr. Sandman served as Assistant Vice President at the Commonwealth Fund. He also served as a policy analyst with the City of New York Department of Health; at a number of community-based HIV/AIDS organizations; and as a researcher at the Brookings Institution in Washington, D.C.

Dr. Sandman received his BA, Phi Beta Kappa, from Haverford College, and his MPA and PhD from New York University's Wagner School of Public Service.

#### JOHN FREEDMAN, MD, MBA

**Principal of Freedman HealthCare LLC**

Dr. Freedman has 25 years' experience in performance measurement and improvement, health IT, care delivery and health care reform. Before founding Freedman HealthCare in 2006, he held leadership roles at multiple innovative health care firms.

Dr. Freedman served as the Medical Director for Quality at Kaiser Permanente in Colorado, and as Medical Director for Specialty Services at one of the Northeast's largest community health centers, overseeing 50 staff in 16 specialties. While at Tufts Health Plan, he helped them climb to a #2 national NCQA quality ranking. He has also served on the boards of Massachusetts Health Quality Partners, Network Health (a 300,000 member Medicaid health plan), and the Massachusetts Fishing Partnership (which improves health in the fishing community).

Dr. Freedman graduated Harvard College, University of Pennsylvania School of Medicine, and the University of Louisville School of Business. Freedman HealthCare is a leading consulting firm in health care reform, health policy analysis and development, and it has been engaged in many states to create all-payer claims databases, implement health insurance exchanges, and support health care transformation.

### **PANEL—Health Plan Approaches to Maximize Value and Affordability** **Moderator**

#### DAN GOLDBERG

**Reporter, POLITICO New York**

Dan Goldberg reports on city politics, focusing on hospitals and health care. He writes POLITICO New York Health Care, an early-morning email full of scoops and storylines that will inform the daily conversation in New York among health industry insiders.



## Guest Speakers

Before joining POLITICO New York, Mr. Goldberg was the health care reporter for the New Jersey Star-Ledger. Mr. Goldberg holds a BA from Binghamton University, and an MA in Journalism from Columbia University.

### Panelists

#### **WILLIAM C. LAMOREAUX**

**Executive Vice President & Chief Operating Officer, EmblemHealth**

As the Chief Operating officer, Mr. Lamoreaux currently oversees the State sponsored and Medicare programs offered by EmblemHealth as well as managing the corporate operations of the company.

Consistent with his tenure at Emblem, Mr. Lamoreaux has over 25 years of insurance industry experience across commercial, Medicaid and Medicare programs. He also has broad functional experience in the areas of network management, medical management, operations and regulatory affairs.

Prior to joining EmblemHealth, Mr. Lamoreaux served in executive roles at HealthNet, CIGNA and UnitedHealthcare.

Mr. Lamoreaux holds a BA in Health Care Administration from Ithaca College and an MBA from Rensselaer Polytechnic Institute.

#### **MINALKUMAR PATEL, MD, MPH**

**Senior Vice President & Chief Strategy Officer at Horizon BlueCross and BlueShield of NJ**

Dr. Minalkumar (Minal) Patel is Senior Vice President and Chief Strategy Officer responsible for the company's strategy, business development, analytics, and Horizon's relationship with the BlueCross BlueShield Association.

Dr. Patel attended Boston University's six-year medical program, having received both his Bachelor's degree in medical sciences and his Doctorate in medicine in 1995. He joined the Faculty of Medicine at Harvard University and the medical staff at Brigham and Women's Hospital in

1998. He completed his Master's in Public Health at Harvard University in 2000 and is a board certified internist.

Prior to re-joining Horizon, Dr. Patel was the CEO of Care Management International, President & COO of Horizon Healthcare of New York, Executive Medical Director of Quality Management & Clinical Innovations for Horizon BlueCross BlueShield of NJ, and a Strategy Consultant with McKinsey and Company.

#### **CHARLES BACCHI**

**President & CEO, California Association of Health Plans**

Charles Bacchi is the President & CEO for the California Association of Health Plans (CAHP) representing 48 health plans providing coverage to more than 25 million Californians. For the last ten years Mr. Bacchi served in leadership positions at CAHP, most recently as Executive Vice President, leading the Association's advocacy before the California Legislature, the California Health Benefit Exchange, and the Department of Managed Health Care on behalf of CAHP's health plan members.

A veteran of California's political community, Mr. Bacchi has 21 years of experience in the California legislative, advocacy, and trade associations. Mr. Bacchi was at the center of California's health reform efforts. Under the Affordable Care Act (ACA) health plans play a critical role in offering millions of Californians access to health care. As state policymakers crafted California's approach to ACA implementation, Mr. Bacchi played a prominent role as the health plan voice on a range of issues, including translation of the ACA into state law, the start-up of Covered California, and the expansion of the state's Medicaid program, Medi-Cal.

In previous roles with the California Chamber of Commerce and the Legislature, Mr. Bacchi was instrumental in developing and negotiating the bi-partisan 2004 California workers compensation reform package and the bi-partisan 1998 school bond effort that reformed funding for school construction and limited fees on new homebuyers.

# Support Our Sponsors and Exhibitors

## Thank you!

The New York Health Plan Association would like to thank all of our Sponsors and Exhibitors for their ongoing support of our annual conferences. Their participation is integral to the success of our program today.

A special thank you to the following event Sponsors:

Pre-Conference HPA Medical & Pharmacy Director Committee Meeting .....	Premier Home Health Care Services, Inc.
Pre-Conference Reception.....	LIBERTY Dental Plan
Pre-Conference Dinner .....	Inovalon, Inc.
Conference Breakfast .....	Optum
Conference Lunch.....	Beacon Health Options

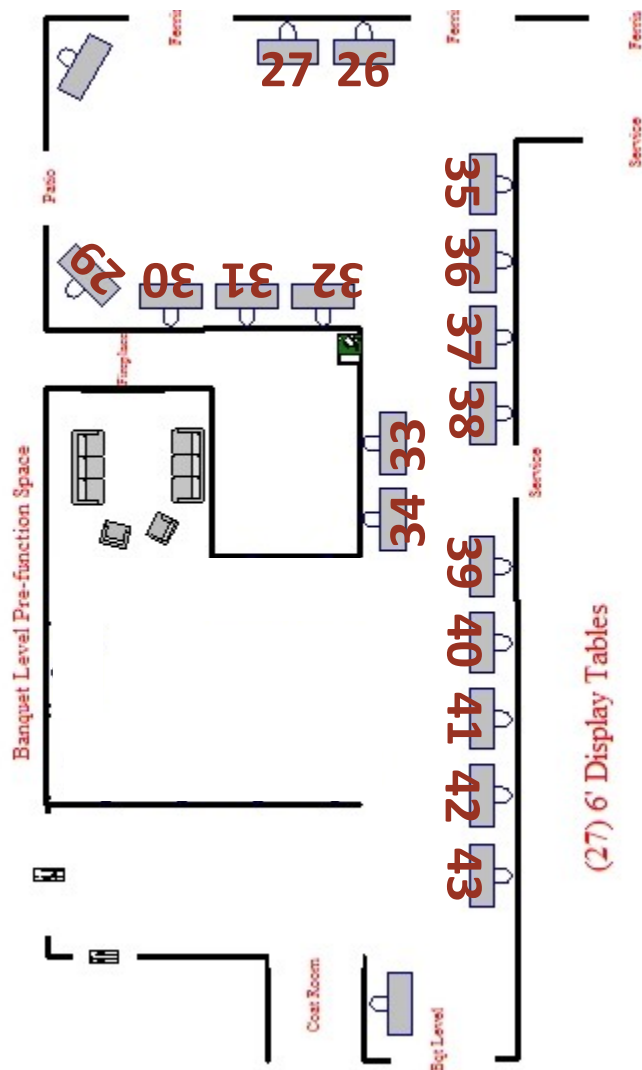
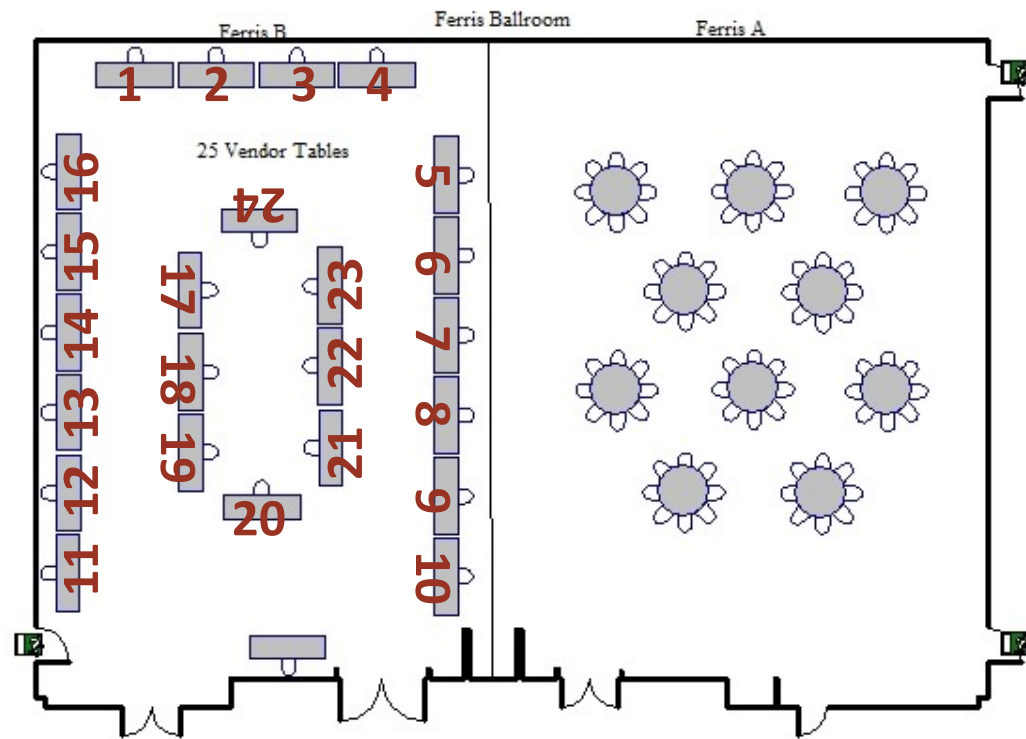
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## 2015 Exhibitor Snapshots







# Exhibitor Directory

## DIAMOND

### **Premier Home Health Care Services, Inc. .... Table 20**

Premier Home Health Care Services, Inc. provides a comprehensive community based service delivery platform including Article 49 Care Management & Utilization Review services, UAS Assessments/Aide Task Service Plan software, Health Risk Assessments, Nurse Practitioner services, Certified Home Health Agency and Licensed Home Care Services Agency provider. Visit [www.phhc.com](http://www.phhc.com)

## PLATINUM

### **Inovalon, Inc..... Table 8**

Inovalon is a leading technology company that combines advanced cloud-based data analytics, and data-driven intervention platforms to achieve meaningful insight and impact in clinical and quality outcomes, utilization, and financial performance across the healthcare landscape. Inovalon's unique achievement of value is delivered through the effective progression of Turning Data into Insight, and Insight into Action®. Large proprietary datasets, advanced integration technologies, sophisticated predictive analytics, data-driven intervention platforms, and deep subject matter expertise deliver a seamless, end-to-end capability that brings the benefits of big data and large-scale analytics to the point of care. Driven by data, Inovalon uniquely identifies gaps in care, quality, data integrity, and financial performance – while bringing to bear the unique capabilities to resolve them. Inovalon provides technology that supports hundreds of healthcare organizations in 98.4% of U.S. counties and Puerto Rico with cloud-based analytical and data-driven intervention platforms that are informed by data pertaining to more than 804,000 physicians, 306,000 clinical facilities, and more than 137 million Americans. Through these capabilities, Inovalon is able to drive high-value impact, improving quality and economics for health plans, ACOs, hospitals, physicians, consumers and pharma/life-sciences researchers. Visit [www.inovalon.com](http://www.inovalon.com)

### **LIBERTY Dental Plan ..... Table 3**

LIBERTY is a privately held dental insurance corporation that currently provides dental benefits to more than 3,000,000 members in 47 states on behalf of managed care organizations as well as through direct contracts with state governments. The vast

majority of its members are beneficiaries of government sponsored programs such as Medicaid, SCHIP, MLTC, Dual, DSNP and Medicare programs. LIBERTY's focus is on improving the quality of oral health care for children and adults, and is sensitive to the special needs of beneficiaries and providers. LIBERTY understands the importance of increased member access and accountability, and implements programs to achieve those goals. Visit [www.libertydentalplan.com](http://www.libertydentalplan.com)

## GOLD

### **Beacon Health Options. .... Table 10**

Beacon is a specialty behavioral health company serving 48 million individuals nationally. With a singular focus on mental health and addiction services and their natural extensions—like EAPs, autism services and integrated care management—we provide behavioral health solutions for health plans, employers, Medicaid agencies and the federal government. We have a long history in the Empire state and currently serve more than 5.5 million New Yorkers through commercial, Medicare and Medicaid programs, SNPs and dual demonstrations. Beacon is the chosen behavioral health partner for 20 New York-based health plans. Through our Integrated Partner Model, we co-locate behavioral health clinicians with our plans' medical management staff, which reflects our philosophy of truly integrated behavioral health and physical health care. We have successfully launched the State's HARP Program downstate with several of our health plan partners, and we are preparing to go live with HARP with several plans in upstate New York. Beacon also works with seven FIDA plans in New York. Visit [www.beaconhealthoptions.com](http://www.beaconhealthoptions.com)

### **Optum ..... Table 21**

Optum is a leading health services and innovation company dedicated to helping make the health system work better for everyone. With more than 100,000 people collaborating worldwide, Optum combines technology, data and expertise to improve the delivery, quality and efficiency of health care. Visit [www.optum.com](http://www.optum.com)

## SILVER

### **Alkermes, Inc..... Table 24**

Alkermes is a fully integrated, global biopharmaceutical company developing innovative

## Exhibitor Directory

medicines for the treatment of central nervous system diseases. The company has a diversified commercial product portfolio and a substantial clinical pipeline of product candidates for chronic diseases that include schizophrenia, depression, addiction and multiple sclerosis. Headquartered in Dublin, Ireland, Alkermes has an R&D center in Waltham, Massachusetts; a research and manufacturing facility in Athlone, Ireland; and a manufacturing facility in Wilmington, Ohio. Visit [www.alkermes.com](http://www.alkermes.com)

### **Call9..... Table 22**

Call9 is a tele-emergency medicine platform that avoids hospitalizations in 80% of patient encounters by providing acute and palliative care at the bedside. Visit [www.call9.com](http://www.call9.com)

### **CSRA..... Table 6**

Every day, CSRA makes a difference in how our government serves our citizens. We deliver exceptional next-generation IT solutions and professional services to enable the safety, security, health and well-being of our nation. CSRA was formed through the combination of the North American Public Sector business of CSC and SRA International. CSRA delivers a broad range of innovative, next generation IT solutions and professional services, helping our customers modernize their legacy systems, protect their networks, assets, while improving their effectiveness and efficiency. We assist our government customers meet their mission and operational challenges. We are proud of our 30-year legacy of service to New York State, working together to help one out of every three New Yorkers gain access to affordable healthcare using our reliable eMedNY operations and the New York State of Health™ Marketplace. CSRA's enduring values and inspired performance help New York State make its citizens' lives better. Visit [www.csracom.com](http://www.csracom.com)

### **eClinicalWorks..... Table 9**

eClinicalWorks develops and implements health IT, including EMR/PM software, patient portals and community health records for customers of all sizes and specialties. Visit [eclinicalworks.com](http://eclinicalworks.com)

### **HealthCrowd..... Table 37**

HealthCrowd is the industry's first end-to-end communications solution for payers. Our vision is to transform healthcare communications from tactical

activity to strategic lever. The company's product suite comprises its flagship Unified Communications Platform, Clairvoyance(TM) for advanced campaign analytics, and RiskSentinel(TM) to comply with federal and industry regulations around digital member outreach. HealthCrowd helps health plans unify, automate and optimize multimodal communications to deliver member-centric engagement, at scale, in a risk-managed way. The impact is profound: A positive difference in members' perception of health plan communications and significant, quantifiable savings to the health plan. Visit [www.healthcrowd.com](http://www.healthcrowd.com)

### **Healthplex, Inc..... Table 12**

Healthplex is a New York-based dental insurance and management company with almost 40 years of dental administration experience. We provide dental benefits to approximately 3.4 million members and have extensive experience as both an administrator and as a full-risk insurer. We offer Managed Care and PPO plan options to government-funded programs (Medicaid, Medicare, Essential Plan, FIDA, HARP, Child Health Plus and MLTC), health exchange and commercial clients. Our clients include health management organizations, large corporations, major labor unions, municipalities and school districts. Healthplex is certified by the National Committee for Quality Assurance (NCQA) for Utilization Management as well as for Credentialing. Our comprehensive, innovative solutions serve to build trust and deliver value. Our plans have the highest HEDIS scores in the state with eight of the top ten plans being administered by Healthplex. Visit [www.healthplex.com](http://www.healthplex.com)

### **Lingualinx, Inc. .... Table 33**

Lingualinx currently translates New York State health insurance materials for some of the top providers in the region. Our technical translators are subject-matter experts with a 99.3% success rate adapting medical, insurance and legal terminology. For accurate, timely and cost-effective translations in 200+ languages. Visit [www.lingualinx.com](http://www.lingualinx.com)

### **Magellan Health ..... Table 17**

Magellan Health focuses on the most complex and costly healthcare services, with an emphasis on specialty population management. Our deep

# Exhibitor Directory

experience in managing behavioral healthcare, diagnostic imaging and specialty solutions, specialty pharmaceutical services and in providing pharmacy benefits administration enables us to deliver innovative solutions that positively impact both the quality and cost of some of the fastest growing areas of healthcare.

Visit [www.magellanhealth.com](http://www.magellanhealth.com)

## **ODH Solutions ..... Table 35**

ODH, Inc. is an innovative behavioral health technology and services solution company that leverages technology and clinical expertise to transform the delivery and economics of behavioral health care. ODH's Mentrics, a leading edge behavioral population health management solution using select IBM technologies delivers comprehensive and predictive insights, enabling a collaborative approach among key stakeholders. Visit [www.odhsolutions.com](http://www.odhsolutions.com)

## **Otsuka America Pharmaceuticals..Table 30**

Otsuka Pharmaceutical is a global healthcare company with the corporate philosophy: "Otsuka – people creating new products for better health worldwide." Otsuka researches, develops, manufactures and markets innovative and original products, with a focus on pharmaceutical products for the treatment of diseases and nutraceutical products for the maintenance of everyday health. In pharmaceuticals, Otsuka is a leader in the challenging area of mental health and also has research programs on several under-addressed diseases including tuberculosis, a significant global public health issue. Visit [www.otsuka.co.jp/en](http://www.otsuka.co.jp/en)

## **Shire.. ..... Table 32**

Shire is the leading global biotechnology company focused on serving people with rare diseases and other highly specialized conditions.

Visit [www.shire.com](http://www.shire.com)

## **BRONZE**

## **Ambry Genetics. .... Table 14**

Ambry is a genetics-based health care company that is dedicated to open scientific exchange so we can work together to understand all human disease faster and save millions of lives.

Visit [www.ambrygen.com](http://www.ambrygen.com)

## **Braeburn Pharmaceuticals. .... Table 1**

Braeburn Pharmaceuticals is focused on long-acting treatments in neurological and psychiatric disorders. Probuphine® (buprenorphine) implant for opioid dependence commercially available. Products in development include CAM2038, weekly and monthly subcutaneous injection of buprenorphine, in development for opioid addiction and pain, a risperidone six-month implant and a novel molecule, ATI-9242 for schizophrenia. Visit [www.braeburnpharma.com](http://www.braeburnpharma.com)

## **ForaCare, Inc. .... Table 31**

ForaCare provides health care solutions ensuring your chronic disease patients are deeply involved in their self-care, resulting in lower costs, better outcomes and higher quality of life.

Visit [www.foracare.com](http://www.foracare.com)

## **Healthcare Financial, Inc..... Table 29**

HFI's mission is to partner with our clients to improve their fiscal health by advocating for their most vulnerable members. We accomplish this by effectively identifying and enrolling super-utilizers for Social Security Disability benefits and income. Our cutting-edge technology leverages the power of "big data" analysis to identify far more members who are eligible for SSI/SSDI than any traditional means. We combine this technological edge with the people power of our dedicated and knowledgeable disability advocates, social services professionals who are experts at working with medically-complex applicants, to generate up to five times more conversions than other vendors. The result is a virtuous cycle: the members' lives are dramatically improved by their new income, which affords them access to important social determinants of health; and the plan's bottom line is significantly improved by the proper classification of its members, which generates higher PMPM and significant cost savings.

Visit [www.hfihealthcare.com](http://www.hfihealthcare.com)

## **Health Information Designs..... Table 19**

Health Information Designs is an independent and objective clinical services company who provides solutions for the pharmacy prior authorization (PA) process, including common UM programs like quantity limits and step therapy. Using a proprietary, comprehensive, end-to-end platform and expert clinical services, our clients experience more efficient and transparent processes while

## Exhibitor Directory

remaining compliant with CMS regulations and NCQA standards. PBMs use our technology to manage their own internal PA processes. Employers, labor funds, health plans, and PBMs also leverage our technology along with our staff and ancillary services in a full service prior authorization carve-out model. Visit [www.HIDesigns.com](http://www.HIDesigns.com)

### **HeartFlow..... Table 41**

Visit [www.heartflow.com](http://www.heartflow.com)

### **MTM, Inc..... Table 13**

Medical Transportation Management, Inc. (MTM) is a privately held, woman-owned business dedicated to removing healthcare and community barriers by providing transportation, home and community-based services, call center services, ambulance claims, functional assessments, and travel training on behalf of government agencies, managed care organizations, and healthcare firms across the country. Visit [www.mtm.com](http://www.mtm.com)

### **Navitus Health Solutions ..... Table 7**

Navitus Health Solutions, a division of SSM Health Care, is a full service, URAC-accredited pharmacy benefit management company. As a zero-spread, full pass-through pharmacy benefit manager (PBM), Navitus aligns performance with plan sponsors' benefit goals to deliver comprehensive clinical programs and cost-saving strategies that lower drug trend and promote good member health. Visit [www.navitus.com](http://www.navitus.com)

### **ProCare Rx..... Table 2**

ProCare Rx is a national, URAC accredited Pharmacy Benefit Manager. We have more than 25 years' experience implementing pass-through business models with limited member disruption. Our proven processes and robust technology empowers our clients with the innovation needed to enhance the quality of care while controlling costs through our turn-key PBM solution. Visit [www.procare.com](http://www.procare.com)

### **Sun Pharmaceuticals..... Table 38**

Visit [www.sunpharma.com](http://www.sunpharma.com)

### **The Medicines Company..... Table 34**

The Medicines Company is a biopharmaceutical company driven by an overriding purpose—to save lives, alleviate suffering and contribute to the

economics of healthcare. The Company's mission is to create transformational solutions to address the most pressing healthcare needs facing patients, physicians and providers in three critical therapeutic areas: serious infectious disease care, cardiovascular care and surgery and perioperative care. Visit [www.tmc.com](http://www.tmc.com)

### **Valence Health.....Table 23**

Valence Health provides value-based care solutions for hospitals, health systems and physicians to more effectively manage patient populations helping them achieve clinical and financial rewards. Our comprehensive set of advisory services, population health technology analytics and value-based services support more than 90,000 physicians and 135 hospitals as they advance the health of 20+ million patients. Visit [www.ValenceHealth.com](http://www.ValenceHealth.com)

## **BASIC**

### **Alexander Infusion ..... Table 26**

Visit [www.avanti.com](http://www.avanti.com)

### **AMAG Pharmaceuticals..... Table 16**

AMAG is a biopharmaceutical company focused on bringing therapeutics to market that provide clear benefits and help improve people's lives. Headquartered in Waltham, Massachusetts, we work to develop and deliver important therapeutics, conduct clinical research in areas of unmet need and create education and support programs for the patients and families we serve. Our products support the health of patients in the areas of maternal health, anemia management and cancer supportive care. Through CBR®, we also help families to preserve newborn stem cells, which are used today in transplant medicine for certain cancers and blood, immune and metabolic disorders, and have the potential to play a valuable role in the ongoing development of regenerative medicine. Visit [www.AMAG.com](http://www.AMAG.com)

### **American Health Care..... Table 42**

Visit [www.americanhealthcare.com](http://www.americanhealthcare.com)

### **Availity..... Table 18**

Availity integrates and manages clinical, administrative, and financial data to fuel real-time coordination between providers, health plans, and



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## Exhibitor Directory

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patients in a growing value-based care environment. Facilitating over 7 million transactions daily, Availity's ability to provide accurate, timely, and relevant information is vital to the financial success of its customers. Visit [www.availity.com](http://www.availity.com)

### **EnvisionRx ..... Table 15**

EnvisionRx is a different kind of health care company with a visibly different approach to managing pharmacy benefits. We help plan sponsors give their members the prescription coverage they need and the service they deserve across every stage of life. Being a national provider with one of the industry's largest pharmacy networks helps deliver the pricing our customers need. But being big isn't what makes us better. Being nimble, proactive, fair and easy to do business with makes us better. Providing more options that deliver better pricing and better performance than anyone in the category makes us better. Discover what a partner with true options can do for you. Visit [envisionrx.com](http://envisionrx.com)

### **Medical Consultants Network..... Table 11**

Visit [www.mcn.com](http://www.mcn.com)

### **MedScope America Corp..... Table 27**

MedScope America provides Personal Emergency Response System (PERS) devices and services to the nation's leading long-term care organizations. As a preferred provider to many of the MLTC plans in New York, MedScope is the choice for statewide coverage and complimentary installation. Visit [www.medscope.org](http://www.medscope.org)

### **Mom's Meals NourishCare ..... Table 5**

Mom's Meals NourishCare is a leading provider of nutrition solutions delivered to senior's and patient's homes nationwide. Dietitian designed and Chef prepared, clients select from up to 50 fresh-made meals every order. Menus available to address many common health conditions. Family-owned, Mom's Meals has been nourishing independence for more than 16 years. Visit [www.momsmeals.com](http://www.momsmeals.com)

### **National Vision Administrators ..... Table 39**

For almost 40 years National Vision Administrators, L.L.C. (NVA) has been delivering benchmark vision care benefits to many clients including a variety of health plans. NVA services all of the different health plan populations including Commercial, Medicaid,

Medicare Advantage, Dual Eligible, MLTC, and Special Needs for whom we provide both routine vision care and medical optometry services. Through our partnership of excellence, we focus on assisting our health plan clients achieve Star bonuses and improve their HEDIS scores while reducing costs, providing uniform benefits and increased access. Visit [www.e-nva.com](http://www.e-nva.com)

### **PulseLight, Inc..... Table 40**

PulseLight makes your data accessible, actionable and meaningful. The challenge for any healthcare program, public or private, is keeping increasing costs and regulatory compliance under control. We unlock the meaning, relationships and anomalies in your data, helping you achieve better quality metrics, compliance and cost containment strategies while giving every member of your team better oversight. Visit [www.pulselight.com](http://www.pulselight.com)

### **Relypsa..... Table 36**

Relypsa, a Vifor Pharma company, is a biopharmaceutical company focused on the discovery, development and commercialization of polymeric medicines for patients with overlooked and undertreated conditions addressed in the GI. Its first medicine, Veltassa® (patiramer) for oral suspension, was developed based on its legacy in polymer science. Visit [www.relypsa.com](http://www.relypsa.com)

### **Sunovion..... Table 4**

Sunovion is a global biopharmaceutical company focused on the innovative application of science and medicine to help people with serious medical conditions. Sunovion's spirit of innovation is driven by the conviction that scientific excellence, paired with meaningful advocacy and relevant education, can improve lives. Visit [www.sunovion.com](http://www.sunovion.com)

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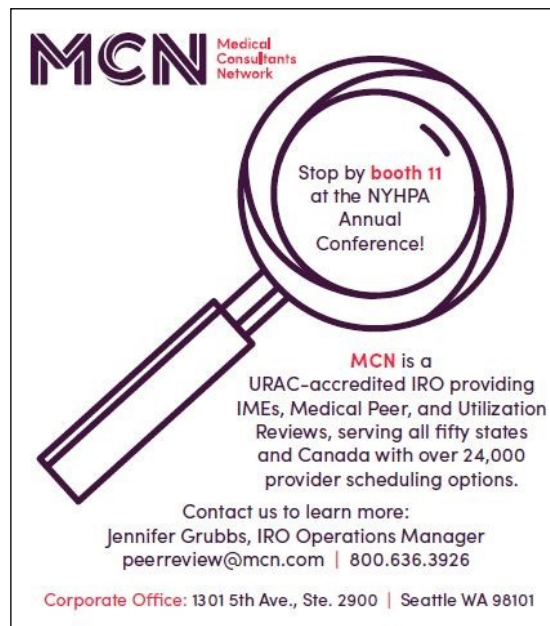
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