

November 2014 Team Member Profile [NAME REDACTED] — Regional Vice President

[NAME REDACTED] is a versatile executive and leader. With over 20 years of client management, administrative, and operational experience in healthcare, he is truly dedicated to partnering with clients — and providing them with premier McKesson solutions. His clients count on him to help them navigate the increasingly complex healthcare space.

A McKesson team member for eight years, [NAME REDACTED] is the Regional Vice President for [RESPONSIBILITIES REDACTED]. In June, he transitioned his operational duties to fully focus on his account executive (AE) responsibilities — enhancing partnerships with our existing customers and driving new business development. Additionally, deals are in progress with other academic institutions. “With our unique ability to work on multiple platforms (IDX, Epic, etc.) and our growing scope of revenue cycle services, we are well positioned to help our customers with their ever-changing business needs,” [NAME REDACTED] said.

This focus on his AE responsibilities recently resulted in a big win ([AMOUNT REDACTED]) with an existing client, [NAME REDACTED], which culminated a year-long sales process. We will manage and operate their IT system support, and manage their self-pay early-out services from our [LOCATION REDACTED]. As [NAME REDACTED] noted, “Our relationship with [NAME REDACTED] has changed over the last 10 years, and we have adapted our service offering to meet their changing needs. These new services will help us create a stronger relationship going forward.”

[NAME REDACTED]’s impact at McKesson continues his proven record of success. He held executive roles at Per-Se Technologies, which specialized in providing revenue cycle and financial management services to healthcare customers. (McKesson acquired Per-Se in 2006, when [NAME REDACTED] joined the McKesson family.) He was also a Vice President at [NAME REDACTED], where he oversaw revenue cycle and government reimbursement services provided to health systems, hospitals, and physician groups.

When [NAME REDACTED] was a youngster, his father was in the U.S. Air Force. The family lived all over the U.S. (mainly in Phoenix, AZ) and overseas (including the Philippines). [NAME REDACTED] attended undergraduate and graduate school in Arizona, and now lives and works in the Denver, CO suburb of Castle Rock. Away from work, he enjoys golfing, camping and spending quality time with his family.