

SUMMARY

A proven healthcare executive, entrepreneur, and management consultant with a track record of building entirely new enterprises and expanding existing businesses. Deep domain expertise in multiple areas of health information technology, healthcare delivery operations, and managed care.

WORK HISTORY

AGATE CONSULTING, INC. Founder & Principal Consultant	2011-Present & 2007-2009	BOSTON, MA & WASHINGTON, DC
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Agate is a management consultancy focused exclusively on helping healthcare and healthcare IT companies meet their most pressing strategy, marketing, and business development challenges. In partnership with our clients, Agate has grown new businesses inside some of the largest provider organizations, health insurers, self-funded employers, health technology vendors, pharmaceutical manufacturers, senior living communities, and consumer product companies. In parallel, Agate has advised dozens of emerging analytics, tele-health, m-health, care management, clinical documentation, and other health IT companies. Several of these have successfully exited. Finally, Agate partners with leading venture capital and private equity firms to identify and capitalize on emerging trends. For more information see www.agate-inc.com.

RxEOB, INC.

Executive Vice President for Sales, Marketing & New Product Development	2010-2011	RICHMOND, VA
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RxEOB uses clinical analytics and multi-modal consumer engagement technologies to help health insurers and PBMs reduce medication costs and improve population health. Key accomplishments included:

- Sales—Increased annual revenues by 30%. Closed RxEOB's first \$1M+ yearly contract with a national health plan. Cultivated and closed several new relationships, including Regence Blue Cross Blue Shield and DAKOTACare.
- Product development—Designed and led development of emWellics®, a smartphone-based, personalized medication management solution.
- Marketing—Rebranded the company, reorienting RxEOB as a leader in m-Health and multi-modal consumer engagement technologies. Generated significant market excitement via a low-cost, high-impact PR campaign.
- Corporate Development—Identified, cultivated, and with the CEO closed a partnership with a leading clinical analytics company. The deal generated revenue as well as built key internal capabilities.

REVOLUTION HEALTH GROUP

Strategy & Corporate Development Group	2006	WASHINGTON, DC
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Revolution was a healthcare startup founded by Steve Case. Developed initial product strategies and sales pitches for several of the company's employer-health businesses, including its care management platform, its web-based personal health record, and its remote patient monitoring solution.

CAREKEY, INC. (acquired by TriZetto)

Vice President of Operations, Marketing & Business Development	2002-2006	BOSTON, MA
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CareKey, now operating as TriZetto's CareAdvance solution, is a leading population- and utilization-management technology platform for health insurers. As one of four members of the executive team, grew CareKey from a 14-person pre-revenue startup to a market-leading vendor. Customers included 7 "Blues" and 3 national insurers. Company was sold to The TriZetto Group in December 2005 for \$83M.

- Responsible for strategy, business development, marketing, operations, accounting, and legal.
- Secured TriZetto and EDS as channel partners, which combined drove 65% of CareKey's pre-aquisition revenues.
- Developed co-promotion, channel, and product partnerships with SHPS, Subimo, RxEOB, and ADAM.
- Led significant components of the M&A, including pitch creation, deal structuring, and merger integration activities.

MCKINSEY & COMPANY

Associate & Jr. Engagement Manager

2000-2002

BOSTON, MA &
SEOUL, SOUTH KOREA

Member of both the Global Strategy Practice and the North American Payer/Provider Practice. Provided strategy and operations consulting to hospital, payer, and biotechnology clients. Served as a firm-wide resource on computer simulation, operations modeling, and game theory. Representative engagements included:

- Seoul National University Hospital—Developed the system’s 5-year strategy. Implemented Phase I initiatives, which generated a 16% increase in surgical throughput, 20% increase in surgical revenues, 30% increase in high-end imaging throughput, and a 10% reduction in length-of-stay.
- Geisinger Health System—Designed and implemented a comprehensive performance evaluation system for the network’s 24 clinical service lines. Additionally, created detailed business plans for the Orthopedics and Ophthalmology service lines, collectively forecasting \$29M in annual incremental revenue.
- (Confidential) biotech company—Developed the US, EU, and Japanese pricing strategy for the newly forming oncology division. Overall effort helped position client for a friendly acquisition.

ARTHUR ANDERSEN, LLP

Senior Consultant

1997-2002

BOSTON, MA

Provided strategy and business modeling expertise to major healthcare, retail, oil & gas, and professional services clients. Designed and delivered internal training on strategic planning and project management. Healthcare projects included evaluating alternative reimbursement methodologies for the national health insurance of Bermuda, developing labor negotiation strategies for Brigham & Women’s Hospital, and running strategy workshops for LA County Medical Center.

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

1993-1997

CAMBRIDGE, MA

Received bachelor of science in chemical engineering with a minor in American public policy. Extensive coursework in management, economics, finance, and system dynamics for business strategy. GPA was 4.5 out of 5. Project manager for the Sloan School of Management’s System Dynamics in Education Project—providing thought-leadership, supervising nine researchers, and serving as a TA for Sloan’s System Dynamics Executive Education Program.

MCKINSEY & COMPANY MINI-MBA

2000

MADRID, SPAIN

Intensive training in accounting, economics, finance, and strategy by INSEAD faculty.

PUBLICATIONS

- “Managing in the New Economy: How to Make Better Business Decisions.” Kevin Agatstein, James B. Rieley, and Omar Khan. National Productivity Review, John Wiley & Sons, Summer 2000.
- “The Rise and Fall of a ‘Favorite Child’ Business Unit at a Major Consulting Firm.” James B. Rieley and Kevin Agatstein. Journal of Organizational Excellence, John Wiley & Sons, Winter 2000.
- “Using Simulation to Improve the Decision Making Process.” Kevin Agatstein and James B. Rieley. National Productivity Review, John Wiley & Sons, Winter 1998.
- Numerous self-published white papers at www.agate-inc.com/knowledge-center.

SPEAKING & TEACHING

- “AI for Population Health.” 2018 American Telemedicine Association. 2018. Chicago, IL.
- “Telehealth: State of the Art.” 2017. Presentation at the Association of Community Health Plans. 2017. Chicago, IL.
- “ROI of Healthcare IT.” 2014. Panelist for EntreTech Forum, Boston MA.
- “Introduction to Financial Management.” Lecture to MBA students at University of South Florida. 2013. Tampa, FL.
- “Money, Mobile, & Medications.” 2010. Presentation at the 2010 mHealth Networking Conference. San Diego, CA.
- “Care Management Strategies in the Age of Consumerism, an IT Perspective.” Presentation at the 2004 American Association of Preferred Provider Organizations (AAPPO) National Forum. Chicago, IL