

HEALTH SYSTEMS CONSULTING, LLC

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EXPERIENCE

Consulting:

Torrent Pharma Inc.
May 2016

Baxter Healthcare:

1995-2016
Director Corporate Accounts

1992-1994
West Coast Regional Manager

1990-1992
Pain Management Consulting

1982-1990
Sales Manager/Trainer

GPOs and IDNs:

HealthTrust

Consorta
(Part of HealthTrust)

Vizient
(formerly Novation)

Intalere
(formerly Amerinet)

Med Assets
(recently acquired by (Vizient)

ROI
(Resource Optimization &
Innovation)

Kaiser Permanente

IHC
(Intermountain Health Care)



OBJECTIVE

To advise clients on contracting products and services to GPOs (Group Purchasing Organizations) and IDNs (Integrated Delivery Networks) by utilizing the following strategies:

Access to the key contacts in GPOs to negotiate contracts and develop working relationships

Bid Responses and pricing strategies

Contract language; terms and conditions

Marketing and Sales objectives

Continual interaction with a matrix team of finance, marketing, sales, legal, business, and operations to develop short and long-term GPO strategy for products and services

Coordinate bid opportunities with matrix of appropriate internal personnel

Coordinate contract implementations with AVP of sales and marketing

Negotiate terms and conditions and develop product tiers and pricing with major GPOs

Develop and maintain strong relationships with key players in GPOs



EDUCATION

Ohio University, OH

Bachelor of Science in Zoology

Harvard University, MA

Program on Negotiation - Teaching Negotiation in the Corporation
Program on Negotiation - Dealing with Difficult People and Situations

Scotwork, NJ

Advancing Negotiation Skills

Miller-Heiman, NV

Strategic Selling



ACHIEVEMENTS WITH GPOs and IDNs

Amerinet

5-year full line agreement for all of Baxter products \$200M contract 2-year extension option

5-year Sole Source Private Label Contract with 2-year extension option \$35M Oncology (Cyclophosphamide)

5 Year Sole Source Private Label Agreement ACC products \$40M



ACHIEVEMENTS WITH GPOs and IDNs (continued)

Kaiser

5-year Pharmacy Specialty Agreement \$60M

Anaesthesia Critical Care Agreement Sole Source 7 years \$70M

Oncology (Cyclophosphamide) 2-year Sole Source \$24M

Other Significant GPO Contracts:

March 2008

- Assumed responsibility for HealthTrust
- Negotiated contract w/ HPG for all 3 Inhaled Gases
- Position ACC for market share growth in 2009

April 2007

- Signed Consorta to new 2-year agreement \$40M annual Sole Source Sevoflurane Award

June 2006

- Assumed responsibility of PACT Account \$100M annual injectable business; stabilized relationship with customer and restored our ability to resume a good working relationship.

October 2004

- Signed Novation to a 3-year contract for Pharmaceutical Products: Contract includes Generic, Branded and Injectable Products NOVAPLUS products- 6 new products
- Grew account from \$30M to \$120M annually

June 2003

- Signed Consorta to 3-year contract for Pharmaceutical and Injectable Products (\$68M in sales).

October 2001

- Novation and First Choice added to corporate responsibility.

June 2001

- Signed Consorta GPO to 2-year contract for Pharmaceutical Injectable Products (\$29 million in sales)
- Assumed responsibility for negotiating Pharmaceutical Products and Anesthesia for Consorta
- Continued full responsibility of all Anesthesia Products in major GPOs



AWARDS

Baxter Award Trip: 1996, 1998, 1999, 2000, 2002, 2005, 2008, 2010, 2012

Sales Achievement Award: 1986, 1987, 1988, 1989, 1991, and 1992

Salesman of the Year; Midwest Division: 1986, 1989, and 1991

National Salesman of the Year: 1986

President's Club Member: 1988, 1989, 1990, and 1992

REFERENCES

Ambrose Carrejo Kaiser Permanente

National Pharmaceutical
Contract Leader
(925)-960-6922
ambrose.carrejo@kp.org

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