

### I-7A.3.1 Curriculum Vitae for Executive Management Staff

# **René Lerer, M.D.**

## **President and Chief Executive Officer**

### **EXPERIENCE**

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#### **President and Chief Executive Officer, Magellan Health Services, Inc. 2008 - Present**

- Responsible for strategic direction, business development, mergers and acquisitions, all operations and corporate functions for \$2.5 billion specialty health care management organization serving health plans, employers and government agencies. Serves on company's Board of Directors.

#### **President and Chief Operating Officer 2003 - 2008**

- Responsible for the company's behavioral health, radiology and specialty pharmaceuticals business units; all operations, including care management centers; customer relations; clinical/medical; information technology; and communications. Served as director.

#### **Founder and President, Internet Healthcare Group, LLC 1999 - 2003**

- Founded company with partner. Raised approximately \$150 million in capital to seed organization that began as a holding company, but evolved into classic venture capital organization. Managed the identification of potential partner companies through term sheet, investment documents, and operational support. Negotiated merger and acquisition activity for many of the partner companies.

#### **Chief Operating Officer, Prudential Healthcare 1997 - 1999**

- Recruited to Prudential HealthCare to turn around the business and sell its HealthCare unit. Responsible for all field operations and specialty products, including pharmacy, mental health, workers' compensation, long-term care, Medicare, and Medicaid products. Also held responsibility for all medical management activities within Prudential HealthCare.

#### **Senior Vice President, Value Health, Inc., Operations Pharmacy and Disease Management Group 1995 - 1997**

- Responsible for corporate management of subsidiaries within the organization's pharmacy and disease management group, including Value Health Sciences and ValueRx. During four-month period, served as chief financial officer of ValueRx. Managed the budgeting process, installation of a new general ledger system, and all financial aspects of the business. Represented ValueRx financials to Columbia/HCA during acquisition discussions.

- Founding Partner and Member, Value Health Management** 1994 - 1995
- Member of senior management team responsible for review and oversight of all clinical aspects of VHM products. Directly responsible for large client engagements, including Alabama Health Care Council and BellSouth. Also participated in the management of other key customers.
- Senior Vice President, Corporate Development, Value Health Sciences** 1992 - 1994
- Managed all aspects of sales, marketing, and pricing for Value Health Sciences (VHS) and the various product lines. Served as primary liaison with all VHS' larger managed care customers, and provided market input and direction for all new product development at VHS.
- The Travelers Companies** 1986 - 1992
- Vice President, Managed Care Products Division**
- Chief Medical Officer, MCEBO**
- President, Travelers Health Network**
- Vice President, Employee Benefits Division, Travelers Health Network** 1990 - 1992
- First physician to join the staff full time at the Travelers managed care organization. Responsible for all managed care operations and supervision of all field operational staff, home office product managers, medical management, and medical claims management. Also responsible for development of Travelers' managed care strategy, including strategic planning and product design for all managed care products, and management of the Travelers Health Network and managed care areas.
- Corporate Medical Director, MCEBO** 1989 - 1992
- Responsible for all network-based medical management.
- Second Vice President, National Medical Director, Travelers PPO Program** 1989 - 1990
- Responsible for medical management claim operations for health products throughout the health business. Established protocols for all medical claim review. Developed all medical management programs for the Travelers Preferred PPO.
- Full-Time Medical Director, Patient Advocate** 1987 - 1988
- Medical Director, Patient Advocate Utilization Review Program** 1986 - 1988
- Served in a part-time position managing the growth of Travelers' patient advocate program to approximately 4 million lives.
- Consultant, Connecticut Peer Review Organization** 1984 - 1986
- Responsible for inpatient Medicare review; participated in a pilot project for Medicare on telephonic pre-certification.
- Private Practice in Internal Medicine** 1983 - 1987

## **LICENSURE(S) AND CERTIFICATION(S)**

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State of Connecticut

### **Board Certification**

American Board of Internal Medicine, Member

National Board of Medical Examiners, Diplomate

## **PROFESSIONAL EDUCATION**

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### **St. Francis Hospital**

Residency in Internal Medicine, 1981 - 1983

### **St. Francis Hospital**

Internship in Internal Medicine, 1980 - 1981

### **State University of New York, School of Medicine**

Doctor of Medicine, 1980

### **Oberlin College**

Bachelor's Degree, 1976

# **Danna L. Mezin**

## **Chief of Service Operations**

### **EXPERIENCE**

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#### **Chief of Service Operations, Magellan Health Services, Inc. 2002 - Present**

- Responsible for leading Magellan's operations team of 3,800 employees and guiding the company's operational strategic direction.
- Provide direction and management of all Magellan services on behalf of consumers and providers through our 15 care management centers, claims units and network services.
- Ensure all service commitments to our customers are met and executed upon on the most effective manner.

#### **President, CEO/Founder, E-Advocate Inc. 2000 - 2002**

- An early stage customer relationship management outsourcing company specializing in integrated multimedia contact center services uniquely targeted to the health plan, pharmaceutical, ehealth and employee benefit markets.
- Raised \$4m seed funding, built a dynamic senior leadership team and created corporate infrastructure and culture.
- Operationalized the healthcare industry's first outsource contact center with the most advanced technology, processes and facilities.
- Sold and implemented 6 clients including both national and early stage healthcare companies.

#### **Vice President, Co-Founder, Internet Health Care Group (IHCG) 1999 - 2000**

- A healthcare venture capital company with an investment fund of \$125 million.
- Wrote business plans for several potential partner companies.
- Provide service and process consulting to IHCG partner companies.

#### **Vice President, Customer Service and Claims, Prudential Health Care 1989 - 1999**

- Responsible for the strategic direction and operational effectiveness of Prudential's Customer Service Call Centers and Claims operations.
- Provided leadership to 4,000+ associates, managed 15 million calls, 36 million claims, and \$315m operating budget.
- Improved service levels 92% through more effective staff utilization, technology, improved goals orientation and a call avoidance strategy.
- Enhanced productivity 10% through replacement of 9 legacy systems with front-end system/ web tools and improved training.
- Completed consolidation of 42 regional service centers into 4 national centers.
- Launched PHC's first consumer web site including customer support infrastructure.