

Edward M. Dillabough
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SELECTED ACHIEVEMENTS

- Recovered and negotiated medical fees with an insurance carrier for a Fortune 50 company in the areas of fee-for-service claims, physician capitation, optical and pharmacy.
- Coordinated 2 physician hospital organizations' (1,000 physician's) efforts that resulted in an HMO appealing their strategy to capitate all specialty care.
- Developed and implemented the HMO business plan of a national organization that resulted in the staff/IPA model growing from 68,000 members to 186,000 members in four years.
- Recovered significant dollars for five- (5) Fortune 500 companies (2000/2001) during compliance audit in the areas of medical claims, ASO fees, pharmacy and capitation charges.
- Started an HMO in a metropolitan market in 1994. Grew 40,000 members during the 24-month start up and on its fourth anniversary it became the largest commercial HMO in the region. All of the membership growth came through new product designs and product lines.
- Designed and implemented a Medicare risk product for a major HMO and re-engineered a provider-sponsored organization's Medicare risk marketing plan.

EXPERIENCE

- 6/98 to Present** **Dillabough & Associates, Inc.**
President, Clearwater, Florida
Provides health care consulting services to self-funded employers, brokers, hospitals, physician networks, provider-owned HMO's, brokers and TPA's. Assist clients on complex managed care/medical payment issues including employer audit of insurance payments, negotiation strategy with Managed Care Organizations, developing risk bearing arrangements between providers and employer's, advising various providers on managed care trends, reviewing provider sponsored management structure, etc. Consults with a software system company, which accesses a large provider discharge data set.
- 3/96 to 6/98** **Pershing Yoakley & Associates**
National Director of Managed Care Services, Clearwater, Florida
Provide managed health care consulting services to hospitals, physicians, IPA Networks, physician hospital associations and provider-owned HMOs. Assist many clients on complex managed care issues including provider strategic plans with managed care organizations, developing risk bearing arrangements between providers and HMOs, advising hospital Boards on managed care trends, reviewing provider sponsored HMO management structure, etc. Routinely speak to national and regional audiences on emerging issues facing health care providers.
- 4/94 to 3/96** **United HealthCare Corporation**
Regional Vice President, Executive Director, Tampa, Florida
Responsible for conducting all phases of strategic planning, development, financial control, sales/marketing, accounting, service and medical operations for Tampa and the West Coast of Florida. Ensure that planning, organization and controlling of resources are consistent with operating plan's goals and objectives. Responsible for developing and implementing viable short and long term strategic business plans. Operated a cost-effective delivery system that met the needs of individuals and employers and measured service/quality standards to ensure customer needs are met.
- 10/85 to 4/94** **CIGNA Healthplan (various positions)**

7/90 to 4/94 *Vice President & Healthplan Manager*, Tampa, Florida
Direct all efforts of senior staff and/or department heads to achieve growth and profit expectations through a winning team. Responsible for transitioning EQUICOR operations into CIGNA business operations during 90/91. Lead person on developing local tactics of business plan with sales to achieve revenue targets. Responsible for Optical function in Florida and Texas. Responsible for maintaining a competitive edge over competitors through superior networks, medical cost advantages, community relationships and customer satisfaction.

CIGNA Healthplan of Tampa is the only healthplan to win CIGNA's Superior Achievement Award four times. In addition, it is the only CIGNA Healthplan (excluding EQUICOR acquisition) recognized by a subsidiary of John Hancock as the number 1 rated managed care plan in a local market (Tampa) for 1991, 1992 and 1993.

5/88 to 7/90 *Assistant Vice President of Planning and Analysis*, Tampa, Florida
In the role of Chief of Staff to the VP/ED, this position's responsibilities included analysis, planning and implementation of projects (Operations Turnaround), financial analysis of operations, group profitability and underwriting/rating of groups.

9/87 to 5/88 *Assistant Vice President of Finance*, Tampa/Orlando
This position was responsible for the financial management and administrative operations for the members in the Orlando and Tampa Healthplans. Lead person in negotiating contracts for both Healthplans.

10/85 to 9/87 *Director of Finance*, Tampa, Florida
This position was accountable for the management and direction of the CIGNA membership, financial, claims and encounter processing informational activities and administrative operations. These activities are conducted through a dedicated computer management information system.

10/79 to 10/85 *Blue Cross Blue Shield of Tennessee (various positions)*

6/85 to 10/85 *Tennessee Health Care Network*, Chattanooga, Tennessee
Director of Finance and Operations

7/84 to 6/85 *Project Specialist*, Chattanooga, Tennessee

10/79 to 7/84 *Cost and Budget Supervisor, Manager*, Chattanooga, Tennessee

EDUCATION

1973 B.A., Business, Elon College

1975 M.B.A., Business Administration, Wake Forest University

CIVIC AND PROFESSIONAL AFFILIATIONS

Board of Trustees, Saint Paul's School, Clearwater, Florida

Trustee Committee Chairman, Saint Paul's School, Clearwater, Florida

Salvation Army Board of Directors, Clearwater, Florida

Clearwater Rotary Club, Clearwater, Florida