

CURRICULUM VITAE



THOMAS J. NUTTLE, MHA, FACHE

Senior Vice President

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EXECUTIVE SUMMARY

Results oriented healthcare professional with proven leadership experience throughout the provider and insurance healthcare industry. Possess extensive experience and expertise in the following areas:

- Provider Relations
- Organizational Leadership
- ACO Strategic Network Development
- Risk Management & Reporting
- Practice Management
- Rate & Compensation Studies
- P & L Management
- Specialty Pharmacy
- Financial Reporting
- Health Plan Operations
- Contract Negotiations
- Regulatory Compliance

Driver/facilitator of successful change initiatives. Skilled in multi-tasking, relationship building, applied problem solving, and managing for performance. Board certified in Healthcare Management.

PROFESSIONAL EXPERIENCE

CYNERGY CONSULTING SERVICES, INC., AMHERST, NEW YORK

2019 – PRESENT

SENIOR VICE PRESIDENT

A managed care industry expert, Mr. Nuttle has over 30 years of collective experience in finance, provider relations, and business development. Tom began his healthcare career in corporate finance before moving on to lead provider relations, communications and network management functions. Building and negotiating the full range of fee-for-service and risk arrangements, he has consulted for dozens of provider and health plan clients both locally and nationally.

NLTA CONSULTING, LLC, EAST AURORA, NEW YORK

2007 – PRESENT

PRINCIPAL

Independent consulting practice contracting with national and local health care organizations to deliver mission critical results in a timely and cost-effective manner.

- Completed URAC, CMS and ACHC accreditation projects for a NYS based specialty pharmacy.
- Health system contract development and negotiation for local and national clients.
- Payer/Provider Accountable Care Organization Development.
- Development of a statewide PPO network for a national company in Iowa and Georgia.
- Practice Management including evaluation of a 12-member local consortium.

COTTRILL'S SPECIALTY PHARMACY, ORCHARD PARK, NEW YORK

2014 – 2018

VICE PRESIDENT AND CHIEF OPERATING OFFICER

Responsible for all operational facets of national specialty pharmacy and licensed home care services agency.

- Advised ownership on start-up operations leading to \$40M operation in 3 years.
- Negotiated commercial and government contracts resulting in \$16M in revenue.
- Headed expansion and development of 50 state expansion initiative.
- Reduced 120+ days accounts receivable in 3 months adding \$850K in net profits.
- Facilitated completion of URAC 3.0 and ACHC industry accreditations.
- Negotiation and oversight of all payer, health plan, employer, and manufacturer contracts.

CATHOLIC HEALTH SYSTEM, Buffalo, New York

2006 - 2007

Vice President, Cardiac Services

Directed cardiac service line for four hospital integrated health care delivery system. Led physician relations for cardiologists, cardiothoracic surgeons and electrophysiologists. Provided leadership to 68 members of the cardiac services team at Mercy Hospital of Buffalo, Sister's of Charity Hospital, St. Joseph's Hospital and Kenmore Mercy Hospital. Oversaw invasive/non-invasive programs including open heart surgery, diagnostics, intervention, and rehabilitation programs. Developed strategy for cardiac program growth, technology advancement, and quality compliance. Acted as union liaison with labor management. Managed program outcomes and events through data compilation and interpretation ensuring continuous program improvement.

- Grew open heart surgical program through recruitment of 4 surgeons resulting in incremental annual revenue increase of \$3,500,000.
- Established program compliance for 2007- 2008 "BCBS Cardiac Center of Distinction" Award.
- Grew cardiac rehab program by 35% through introduction of new facilities and additional programs.
- Created and implemented first-ever closed unit program at Mercy Hospital resulting in 20% increase in patient satisfaction levels and 80% increase in nurse satisfaction levels.
- Improved system retention rate by 5% by reducing out of system transfers.
- Developed ACC programs to reduce hospital "door to balloon times" by 23%.

EVERCARE (UNITED HEALTH GROUP, INC.), Buffalo, New York

2005 - 2006

Director, Regional Network Development

Managed provider network development in Upstate NY and New England. Ensured network development goals were reached on-time and on-budget. Developed relationships with providers and nursing home administrators to ensure effective program implementation. Managed recruitment of Skilled Nursing Facilities.

- Established a strategy for recruitment of entire provider panel for Evercare enrollees.
- Developed provider risk and gain sharing incentive based programs and monitored performance.

EXCELLUS HEALTH PLAN (UNIVERA HEALTHCARE), Buffalo, New York

2000 - 2005

Manager, Delivery System Strategies (2002 – 2005)

Developed and prepared Excellus and its regions for the future health care delivery system marketplace.

- Directed a cross-regional team that prepared a long-term physician payment strategy including various corporate policy recommendations and uniform approaches to physician contracting.
- Designed and made recommendations for pay for performance reimbursement models.
- Designed, developed and published a physician specialty report by natural market analyzing critical network performance metrics in the areas of supply, compensation, and member access.
- "Top Performer Achievement Award"; recognized as performing within 85th percentile in annual employee performance review.

Vice President, Provider Relations (2000 – 2002)

Directed a dynamic department of 16 responsible for the external support of the provider network including professional relations representatives, provider communications staff and provider maintenance staff. Served as key company representative for physician interface, leadership, and contract negotiation.

- Successfully directed the management, expansion, and annual settlement of Panel Model Risk and Reward program for 4,200 physician network panel.
- Jointly developed new Pharmacy Incentive Program including focused review of all eligible physicians, report design, and facilitation of various related physician educational forums.
- Coordinated completion of numerous provider communications projects including new product rollout initiatives and contract assignment notifications related to Excellus merger.

INFOMINERS, INC., Buffalo, New York

1998 – 2000

Director, Financial Development

Led client relations and internal staff support related to financial development of data warehouse software. Provided account management of three existing clients. Assisted sales personnel in the strategic approach to selling to managed care entities.

- Internally directed the development of the financial applications of the product.
- Maximized product utility by working with clients in a consultative manner.

MDNY HEALTHCARE, Melville, New York

1997 - 1998

Director, Network Development

Responsible for recruitment and development of a comprehensive Provider Network for a physician sponsored Health Maintenance Organization expanding in Buffalo, New York.

- Prepared and negotiated two hospital contracts to completion.
- Oversaw the development of the rate expansion application acting as a company liaison to the State Department of Insurance ultimately leading to expansion approval in July 1998.

PREFERRED CARE (MVP HEALTHCARE) - Rochester, New York

1996 - 1997

Contract Manager, Network Management

Managed hospital system contracting \$100 million. Handled relationship leadership and development with emerging area healthcare systems, strategy and contract development, financial analysis, and negotiation.

- Authored several comprehensive and complex provider agreements.
- Negotiated Medicare risk global capitation agreement, estimated annual savings: \$2.5 million.
- Negotiated Medicaid risk sharing arrangements with six hospitals, estimated annual savings: \$1.2 million.
- Negotiated Commercial contracts for seven area hospitals for 1997, estimated savings: \$800,000.

INDEPENDENT HEALTH ASSOCIATION, Buffalo, New York

1988 - 1996

Assistant Director, Provider Relations/ Health Systems Contracting (1994 – 1996)

Directed a staff of 35 employees servicing a 2,300 physician IPA panel. Established physician compensation policy and facilitated company-wide contracts. Negotiated facility-based contracts including 26 area hospitals.

- Completed/negotiated twelve Commercial/Medicaid/Self-Insured hospital contracts.
- Attained servicing goals including reduction in telephone abandonment rate to 5%, answering 78% of all calls within 7 rings, and achieving a 3-week turnaround time in provider correspondence.
- Developed regional applications including actuarial rates for Article 43 POS products.
- Completed feasibility study for Southern Tier HMO expansion.
- Completed rate applications for Hudson Valley HMO.

EDUCATION

STATE UNIVERSITY OF NEW YORK AT BUFFALO

M.B.A. - Health Care Administration

CANISIUS COLLEGE, Buffalo, New York

B.S. - Finance

PROFESSIONAL AFFILIATIONS

- Fellow of the American College of Healthcare Executives (FACHE) – Recertification 03/2018
- Leadership Buffalo Class Experience – 2007