EDWARD (Ted) J. RYAN, JR.

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SUMMARY

With over twenty-five years of sales, marketing and financial experience, Ted has held senior management positions in both Fortune 500 firms and start-up companies that were successfully acquired by large multi-national organizations. He has been the Chief Sales and Marketing Officer of companies across a broad spectrum of industries including public accounting, healthcare, software and industrial marketing.

PROFESSIONAL EXPERIENCE

Casenet, LLC – Bedford, MA
Vice President, Sales **2013-present**

Casenet, LLC provides a comprehensive suite of member-centered care management software and service solutions, including Case Management, Disease Management, Utilization Management, Health and Wellness, TruRemote, Total Population Management, Provider Portal, and Operational Reporting that enable managed care organizations to align to their unique requirements and to adapt quickly to changing market and regulatory dynamics in the health care environment.

As a member of the Executive Management team, I am responsible for the attainment of the Company's short-term and long-term revenue growth targets by directing all aspects of the sales and marketing operations. As a leading company in the competitive US healthcare IT marketplace, my team is responsible for identifying, qualifying, negotiating and closing major health plans, insurance carriers, TPA's and ACO's.

Charter Schools Development Corporation – Baltimore, MD
Vice President, Marketing and Business Development **2012-2013**

CSDC, a 501(c) (3) non-profit corporation and Community Development Financial Institution (CDFI), promotes innovation and excellence in education by financing and developing facilities for great public charter schools nationally. As the only CDFI in the country focused exclusively on the facility and financing needs of charter school organizations, CSDC helps charter school entrepreneurs and leaders finance, build, expand and replicate their school models, turning educational visions into reality, with the goal of ultimately improving student achievement by increasing school choice and catalyzing competition within the American K-12 public education system.

Responsible for developing strategic relationships with nationally based Charter Management Organization's and Education Management Organization's utilizing our Fee Developer Services and Turnkey Development Programs. In addition, Ted leads CSDC's efforts to develop and implement its CRM and IT platform, public relations and communications strategy. In furtherance of CSDC's mission to support high potential and high performing charter school organizations, Ted is also responsible for the research and development of CSDC's "best practices practicum" designed to assist client schools in the areas of 1) student and teacher enrollment and retention, 2) board governance, and 3) financial management.

Townsend Associates
Principal **2011-2012**

Townsend Associates LLC provides healthcare management and consulting services to a wide range of clients including health plans and insurance companies, medical groups and IPAs, and state and federal regulators.
Our approach is founded upon a team concept utilizing our expertise in the areas of operational and financial management in conjunction with the resources of our clients to engineer dramatically improved performance.

Services Provided

Health Care Management
Operational and financial assessment
Interim management
Rehabilitation and reengineering
Medical management

Consulting Services:
Strategic Business Planning and Analysis
Emerging Market Analysis
Feasibility Studies
Planning and Process Engineering
Delivery System Planning and Analysis
Vendor Evaluations
Medical Management

ZeOmega – Frisco, TX **2007—2010**

ZeOmega is a leading provider of health care management software products that transform the traditional episodic based management to a proactive and collaborative population healthcare management paradigm. In 2009, ZeOmega was named to the Health Care Informatics Top100 companies.

Vice President, Sales

Responsible for the development of national sales, business development and public relations to health plans, insurance carriers, TPA's and integrated managed care networks.

- Responsible for the development of clinical and the sales and marketing infrastructure.
- Successfully grew revenue 60% in 2007
- Responsible for the sale of several major implementations. Two are highlighted below:
  - A full-service 800,000 member health benefits company serving members throughout New England which has consistently ranked as a "TOP 5 health plan in America" by NCQA and US news.
  - Large national external Peer Review organization with over 5,000 reviews processed monthly

Concentra Integrated Services – Dallas, TX **2003-2007**

Concentra is the nation's leading provider of managed care products. It serves the Workers' Compensation, Occupational Health, Group Health and Auto markets. Concentra employs over 10,000 employees with revenues of over $1 billion. Core product offerings are 300 health clinics located nationally throughout the major metropolitan areas, Provider Bill Review Services, Field Case Management, Telephonic Case Management, PPO networks and Independent Medical Examinations. In 2007, Concentra sold the Integrated Services Division to Coventry Workers' Comp. This sale included Provider Bill review, Field Case and Telephonic Care Management, PPO Networks, and Independent Medical Examinations. In 2010, Concentra sold their health clinics to Humana and became a wholly owned subsidiary.

Vice President, National Accounts Integrated Services Division

Responsible for the Account Management of Concentra's top 20 accounts, representing over $300 million in annualized revenue. This included 8 Account Managers and an administrative staff. Key accounts were CNA, Safeco, Travelers/St. Paul, Specialty Risk Services, The Hartford, Gallagher Basset. The strategic focus and results of this position were:

- Upgrade and Stabilize the Account Management Team
- Grow the existing accounts by 15% year over year by adding new product lines to existing accounts.
- Negotiate contract renewals and price increases. Account retention was 100%.

McKesson- San Francisco CA **1999-2003**

Vice President, Business Development
Payer Strategic Task Force

PacifiCare of Arizona, Inc. - Phoenix, AZ **1996–1999**

Vice President of Sales and Marketing/Government Relations

Memorial Sisters of Charity - Houston, TX **1995-1996**

Vice President – Sales and Marketing

CIGNA Healthcare: **1986 - 1995**

Vice President – Sales (1993-1995), Kansas City, MO
Director of Sales (1989-1993), Phoenix, AZ
Director of Sales (1987-1989), Cleveland, OH
Director of Marketing (1986-1987), Columbus, OH

Reliance Electric Company - Columbus, OH **1978-1985**

Manager, Distributor - Sales

EDUCATION

University of Dayton - Dayton, OH
Master of Business Administration

Ohio State University - Columbus, OH
Bachelor of Arts in Business Administration

CONTINUED PROFESSIONAL DEVELOPMENT/LICENSES/CERTIFICATIONS

- Corporate Board member - Boys and Girls Club of Metro Phoenix (1996-present)
- Co-Chair; Education and Insurance Committee- - Boys and Girls Club of Metro Phoenix
- CPA Review 1977-1980
- Life and Health Insurance License (Kansas -1994; Arizona - 2006)
- Certified Public Accountant 1978