

To: Matt Cherry, President and Members of City Council
From: Wade Kapszukiewicz, Mayor
Subject: Appointment to the Toledo-Lucas County Health Board
5/17/2022

I Recommend the Following Appointment to the Toledo-Lucas County Health Board

Appointee	Appointee Replaced	Proposed Term of Office	Section 61 waiver as a special engagement	Reserved Slot / Type Resident of	Recommended by (if applicable)	Attendance Record	Resume attached
Jered Wilson	Amr Elaskary	4 years expiring, 05/24/2026	no	Toledo	Mayor		yes



Wade Kapszukiewicz
Mayor

Jered Wilson
2426 Meadowwood Drive • Toledo, OH 43606 • 415-690-5610
jeredwilson@gmail.com

Experience

ProMedica Health System

2015-Current

Toledo, Ohio

Chief Operating Officer, Paramount Health Care

- Lead an operations team comprised of over 400 individuals responsible for administering a provider sponsored health plan with approximately 600,000 covered lives (commercial, Medicare, Medicaid, and dental) and over \$2B in annual revenue across Ohio, Michigan, Indiana, and Kentucky; including NCQA's highest rated Ohio Medicaid plan.
- Responsible for implementing member retention strategies focused on net promoter score and other survey functionality driving increased focus on the member experience.
- Established health plan's Value Based Provider program, delivering best in class provider partnerships and reducing underlying medical expense by 3% in the first year.
- Implemented cost containment initiatives that have realized \$104M in reduced medical expense over 18 months.
- Facilitate ProMedica's System Employee Health Plan cost, quality, and trend mitigation team comprised of a multi-disciplinary working group with responsibility for over \$140M in self-funded employee health care costs producing -1% trend in the first year and +1.5% trend in the second year.
- Created a unique high touch member service team that has been successfully deployed to over 22,000 covered lives and achieves an average 85 Net Promoter Score (measured monthly).

Vice President, Managed Care (Reimbursement & Revenue Integrity)

- Directed all managed care activities for a two-state integrated health care system comprised of 12 hospitals, 1000+ physician and advanced practice providers, skilled nursing, durable medical equipment, home health, and hospice providers.
- Exceeded annual contracting revenue enhancement goals by 50-125% each year.
- Facilitated the strategic and operational activities of 2 PHOs including 200 independent and employed physicians and a Track 1 MSSP ACO covering over 32,000 Medicare beneficiaries.
- Lead ProMedica Health System involvement in the Midwest Health Collaborative, a statewide joint venture including Aultman, Cleveland Clinic, Ohio Health, Premier and ProMedica with the goal of establishing direct to employer relationships built around industry leading best practices in service delivery and health care management.
- Insured compliance, revenue maximization, and operational effectiveness of System Reimbursement & Revenue Integrity Departments including centralized charge entry, chargemaster, price transparency, and regulatory analysis.

Coventry Health Care of Illinois, An Aetna Company (f/k/a PersonalCare Insurance of Illinois)

2011-2015

Coventry Health Care of Missouri, An Aetna Company (f/k/a Group Health Plan)

St. Louis, Missouri

Network Market Head & Vice President, Network Development

- Lead a team of 67 individuals responsible for the Contracting, Provider Relations, and Provider Service Operations of the largest Coventry health plan including over 700,000 covered lives (fully insured, ASO, and Medicare Advantage), 30,000 professional providers and 200 hospitals across Illinois and east/central Missouri.
- Guided the network team with respect to all PPACA and health reform activities including the establishment and implementation of 5 Illinois and Missouri market leading value based/ACO style arrangements for sale to individuals and small groups both on and off the Exchange/Marketplace.
- Negotiated and maintained strategic provider relationships, securing trend at or below established goals, which produced/maintained the best unit cost position in south Chicago, Downstate Illinois, and Metro St. Louis.
- Coordinated with Medical Management leadership to drive the operational and reimbursement innovations necessary to produce yearly cost savings, including claim edit design and review, prior authorization management and revision, embedded case management placement, and provider efficiency analysis.
- Responsible for day/day management of health plan participation in industry healthcare collaboratives, including the Midwest Healthcare Initiative (St. Louis Business Health Coalition).

Coventry Health Care of Illinois (f/k/a PersonalCare Insurance of Illinois)

Champaign, Illinois

Regional Vice President, Network Operations

- Responsible for contracting, provider relations, credentialing, and provider service operations in Illinois.
- Negotiated and drafted strategic provider partnerships reinforcing a strong competitive position in Chicago and achieving best in market pricing in many Downstate Illinois markets.
- Served as the Coventry representative on the Board of Directors for the Illinois HMO Guarantee Association and Chair of the Association's Audit Committee.

Blue Shield of California

2006-2011

San Francisco, California

Senior Counsel

- Provided general legal advice and counsel to, and advocated on behalf of, Blue Shield's Network Management and Provider Services business unit.
- Worked closely with senior and executive leadership in negotiating and drafting agreements related to Blue Shield's strategic initiatives, complex multi-year provider transaction and participation matters, and the settlement of facility and physician reimbursement issues.
- Lead Blue Shield Law Department in the formation, expansion, and publication of statewide provider quality and transparency initiatives.
- Advised Blue Shield's Health Care Services Division on a variety of matters including clinical code editing, medical policy development, and worked closely with the Credentialing Committee on provider reviews and appeal/hearing rights (BPC 805/809).
- Reviewed and drafted non-standard vendor agreements and provider communication materials.
- Represented Blue Shield in regulatory matters involving the California Department of Managed Health Care.
- Analyzed and facilitated implementation of federal, state, and Blue Cross Blue Shield Association statutory, regulatory, and license requirements.

PersonalCare Insurance of Illinois, A Coventry Health Plan

2003-2006

Champaign, Illinois

Director, Network Development

- Lead the team responsible for the provider network of the highest NCQA rated health plan in Illinois and Indiana, comprised of approximately 100 hospitals and 20,000 physicians.
- Resolved disputes, provider terminations, and conducted settlement negotiations on behalf of PersonalCare, First Health Group Corporation, and Community Care Network (CCN).

Manager, Network Operations

University of Chicago Hospitals and Biological Sciences Division

1999-2002

Chicago, Illinois

Assistant Director, Managed Care & Business Development

- Responsible for working across multiple departments to identify and coordinate managed care and business development activities for a health system comprised of the highest revenue grossing tertiary facility in Illinois, a community hospital, two children's hospitals, and 700+ specialty and primary care physicians.
- Directly supervised business development and provider relations staff.

Managed Care Administrator

Contract Specialist

Education, Admission, & Professional Activities

Bachelor of Arts: Purdue University, West Lafayette 1994.

Juris Doctorate: Indiana University, Bloomington 1997.

Master of Public Affairs: Indiana University, Bloomington 2003.

Bar Admission: California, Indiana, Ninth Circuit Court of Appeals, N.D. of California, and S.D. of Indiana.

Professional Membership: American Health Lawyers Association and California Society of Health Care Attorneys.

Board Participation: Illinois HMO Guarantee Association (Audit Committee Chair); United Way of Champaign County; Front Health; ProMedica Coldwater Regional Hospital.