

Garen L. Corbett

Higher education business and policy expert with senior management expertise.

Core Competencies

**Leadership
Business Development**

**Project Leadership
Relationship Management**

**Strategic Growth
Mentorship**

**Policy Analysis
Marketing/Communications**

Professional Profile

Skilled communicator who distills often-complex processes/concepts into clear, credible and benefits-focused presentations.

Collaborative and influential leader who forges consensus with key stakeholders by presenting innovative strategies and actionable visions of success; led implementation of disease management and medical error reduction program that reduced medical errors and improved health status.

Client focused; dedicated to delivering solutions that deliver significant business value. Developed new \$28m business line at Liberty.

Results-focused problem solver who delivers innovative solutions that anticipate future needs; overhauled a critical documents management department in 90 days, which increased productivity 25%, reducing staff 15% and improved employee satisfaction.

Professional Experience

Executive Director & Leadership Team Member to SVP – California Health Benefits Review Program, Office of the President, University of California – Oakland, CA 08/2011 –

Principal Analyst – California Health Benefits Review Program, UC President's Office. – Oakland, CA 02/2010 – 07/2011
CHBRP provides independent analysis of the impacts of proposed health insurance benefit mandates.

Direct \$2m program that employs faculty teams, consultants, and others to conduct impartial evidence-based analyses.

- Provide health policy and benefits analysis to legislators and staff, technical and project management oversight to complex analyses and other special projects. Interact with senior industry and state policy staff and lobbyists.
- Provides analysis and high-level recommendations on UC Health system-wide strategy and policy imperatives.

Project Manager / Consultant (Contract) – Idea Crossing, Inc. – Los Angeles, CA 09/2008 – 02/2010
Idea Crossing is a provider of technological solutions that facilitate innovation competitions.

Deputy Director – The Health Industry Forum, Heller Graduate School – Waltham, MA 06/2006 – 09/2008
HIF is an initiative to unite leaders across the healthcare community in improving the quality and value of health care.

Developed/executed growth strategy and oversaw day-to-day operations – supervising a small team. Created briefs on complex federal health policy issues surrounding many health policy topics, including technology assessment, value-based benefits design and Medicare Reform.

- Served as Assoc. Director, Master's in Public Policy (MPP) Program; Co-led program launch, which contributed to a 20% revenue increase.
- Spearheaded marketing and recruitment activities and participated in academic committees.
- Developed – and executed within five weeks – a Congressional Briefing on Comparative Effectiveness with national experts.

Managing Consultant (Full Time, Contract) – Liberty Healthcare Group, Inc. – Port St. Lucie, FL 07/2005 – 04/2006
Liberty Healthcare – a division of Medco Health – is a contract medical management organization.

Provided senior level strategy, business development and operations management, assisting the Senior VP of Pharmacy sales in developing and executing the company's Medicare Part D initiatives. Managed cross-company initiatives regarding new revenue-generating product offerings with key internal/external stakeholders.

- Managed key external client, HealthSpring, a Medicare Part D Plan; recommended the structure and parameters of a critical outsourcing and co-marketing agreement that resulted in \$1.7M in revenue.
- Provided company-adopted strategic recommendations and analysis of key internal business metrics and Medicare regulatory rules; interpreted complex new CMS marketing guidelines for Medicare Part D during the drafting and implementation process.
- Assisted in the acquisition of a disease management company.

Public Sector Benefits Consultant / Client Relations Manager – The Segal Company, Inc. – Boston, MA 11/2003 – 07/2005
Segal Co. is a leading, independent, benefits, compensation and human resources consultancy.

Developed solutions for clients facing HR/benefits challenges and delivered new business opportunities through marketing initiatives, public speaking forums, public procurements and personal networking. Assisted and managed client deliverables in the corporate and public sectors.

- Partnered in developing and implementing a prescription drug purchasing alliance in Connecticut, a two year effort that saved over \$7M+.
- Secured \$400K in benefits consulting projects through marketing initiatives, public procurements and personal networking.
- Recognized as an expert in health cost containment; honored with an invitation to address the Massachusetts Mayor's Association.

Manager, Operations Strategy – Liberty Medical Supply, Inc. – Port St. Lucie, FL

6/2002 – 08/2003

Liberty Medical provides home delivery of a broad variety of healthcare products.

Evaluated company systems, policies and departmental structures to deliver targeted business initiatives and develop new product lines.

- Created and managed a 35-person medical supply sales and customer service department; evaluated and prepared budget recommendations and measured individual and departmental performance. Doubled sales in just four months.
- Identified and resolved key retention issues and uncovered retention reporting inaccuracies; partnered with HR to improve reporting and process management and provided senior management with strategies.

Asst. Director for Legislation and Policy – Group Insurance Commission (GIC) – Boston, MA

12/1997 – 06/2002

GIC is the state agency responsible for health/welfare benefits for 265,000+ government employees, with a \$1.3B+ annual budget.

Evaluated and managed health care benefit programs for 55,000 enrollees, overseeing \$114M in vendor contracts, including implementation and account management teams and all communications. Conducted procurements, assisted in negotiating rates and contracts.

- Garnered support for GIC's budgetary/policy priorities and helped establish agency credibility and influence by developing key relationships; served on statewide taskforces charged with improving regulations and policy in long-term care, insurance access and health care quality.
- Limited annual increases in insurance premiums to below those experienced by comparable employer through plan design adjustments and vendor management. Supervised consultants, administrative staff, and interns.

Education

Master of Science, Public Affairs – University of Massachusetts – Boston, MA (1998 – 2000)

- Concentration in Strategic and Financial Management of Public Sector Organizations

Bachelors Degree, Sociology and American Studies (Cum Laude) – Brandeis University – Waltham, MA (1992 – 1996)

- Attended Univ. of Sussex in England for one year with partial support from the Abram Sachar Award

Professional Development

Coro-UCOP Leadership Collaborative: Completed 1 year executive/leadership training program (2011 - 2012)

Segal Health Insurance Underwriting Training (2005); Intensive MEDSTAT Health Care Data Seminar (1998 and 2002)

Presented at Conferences held by: NEEBC, AHIP, Massachusetts Mayor's Association, SHRM and others

Affiliations

Member, Health Care Advisory Board – Jewish Vocational Service San Francisco (2010 – Present)

Member & Committee Chair for Strategic Planning, Advisory Board, SPARK (2010 – Present)

Innovation Judge, Global MBA Innovation Challenge (2004 – Present)

Founding Board Member and Treasurer – Mass. Compassionate Care Coalition, Inc. (1998 – 2006)

Member, Health Policy Committee – Associated Industries of Mass (1999 – 2002), Hospice Federation of Mass (1998 – 2002)

Publications

Co-Author, "The Health care Workforce: Facing Peril or Opportunity?" – 14th Princeton Conference Policy Brief, Council on Health Care Economics and Policy (05/2007)

Author, "Some Opportunities Do Exist For Managing Health Costs" – The Municipal Advocate. The Massachusetts Municipal Association Vol. 22, No. 1 (07/2005)

Co-Author, "Benefits Implications of Same-Gender Marriages for Public Sector Employers" – IPMA-HR News, March 2005. Newsletter of the Intl. Public Management Association for Human Resources (03/2005)