

# Gloria P. Sachdev

## *Curriculum Vitae*

*updated August 1, 2023*

### **CONTACT INFORMATION**

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### **POST-DOCTORATE**

**July 1996 to June 1997**

#### **Primary Care Pharmacy Residency**

William S. Middleton Memorial Veterans Hospital  
Madison, Wisconsin

### **EDUCATION**

**July 1994 to June 1996**

#### **Doctor of Pharmacy**

University of Oklahoma Health Sciences Center  
College of Pharmacy  
Oklahoma City, Oklahoma

**September 1992 to December 1995**

#### **Bachelor of Science in Pharmacy**

University of Oklahoma Health Sciences Center  
College of Pharmacy  
Oklahoma City, Oklahoma

**September 1987 to May 1991**

#### **Bachelor of Arts program in Biology**

University of Texas at Austin  
Austin, Texas

### **WORK EXPERIENCE**

**February 2015 – Concurrent**

#### **Employers' Forum of Indiana**

President & CEO  
Carmel, Indiana  
Position: 1.0 FTE

#### *Experience:*

- Responsibilities include strategy and operations of the Employers' Forum of Indiana (EFI). EFI, founded in 2001, is a 501(c)(3) non-profit, employer-led multi-stakeholder healthcare coalition of employers, benefit consultants, physician groups, hospitals, insurers, PBMs, and other interested parties. The Board and Executive Committee are only comprised of self-funded employers. EFI aims to improve the value employers and patients receive for their healthcare expenditures. EFI initiatives are focused on improving healthcare prices, quality, and efficiency. This is accomplished by engaging

in education, research, and policy efforts. EFI members, initiatives, and more can be found on the homepage: [www.employersforumindiana.org](http://www.employersforumindiana.org).

- Employers’ Forum of Indiana (EFI) Key Initiatives
  - **RAND Studies:** Conceived and commissioned the first-of-its-kind hospital price transparency studies which publicly note, by hospital name, relative hospital commercial prices as a percent of Medicare prices. EFI partnered with RAND Corp to conduct these nationally recognized landmark studies, referred to as RAND 1.0, 2.0, 3.0, and 4.0.
    - RAND studies can be found at <https://employerptp.org/rand/>.
    - RAND 5.0 will be published in May 2024.

	RAND 1.0	RAND 2.0	RAND 3.0	RAND 4.0
<b>Services</b>	Hospital Inpt & Outpt	Hospital Inpt & Outpt	Hospital Inpt & Outpt Fees Professional Inpt & Outpt Fees	Hospital Inpt & Outpt Fees Professional Inpt & Outpt Fees
<b>States</b>	IN	25 States	49 States (excludes Maryland)	49 states and the District of Columbia (excludes Maryland)
<b>Years</b>	2013 - 2016	2015 –2017	2016 – 2018	2018 - 2020
<b>Hospitals</b>	120	1,598	3,112	4,102
<b>Claims</b>	14,000 inpt facility stays 275,000 outpatient facility services	330,000 inpt facility stays 14.2 million outpt facility services	750,000 inpt facility stays (and professional fees) 40.2 million outpt services (and professional fees)	1.3 million inpt facility stays (and professional fees) 12.2 million outpt services (and professional fees)
<b>Allowed Amounts (Hosp)</b>	\$695,000 million facility total: \$336 million inpt \$359 million outpt	\$12.9 billion total: \$6.3 billion inpatient \$6.6 billion outpatient	\$33.8 billion total: \$15.7 billion inpatient \$14.8 billion outpatient \$3.3 billion professional	\$78.8 billion total \$36.5 billion inpatient facilities, \$34.7 billion outpatient facilities \$7.6 billion professional
<b>Data Sources</b>	Participating self-funded employers	Self-funded employers, 2 all payer claims databases, and health plans	Self-insured employers, 6 state all-payer claims databases, & health plans across the US	Employers, health plans and 11 APCDs

- **Sage Transparency:** In May 2022, EFI launched a free, public online dashboard to assist employers, policymakers, and others to make evidence-based purchasing and policy decisions by providing access to an easy-to-use, customizable tool that has hospital price, quality, and cost data. This online tool is comprised of 5 data sources, namely, RAND 4.0 hospital and ASC prices, Turquoise Health hospital prices, CMS Hospital Compare Quality Star Ratings, Quantros Hospital Quality Scores, and measures from the National Academy of State Health Policy’s Hospital Cost Tool.
  - In 1st year post-launch, there were 32,000 logged sessions on Sage Transparency.
  - This tool can be found at <https://employerptp.org/sage-transparency/>.
  - Sage Transparency 2.0 will be released in first quarter 2024.
- **Legislative Policy:** Since 2020, EFI has been actively engaged in Indiana legislative policy efforts to improve the value of healthcare purchasing. Key activities include:
  - Co-leading passage of Indiana laws, namely, prohibiting hospital facility fees for off-campus services, requiring state monitoring of hospital prices and financials, requiring state monitoring of PBM spread-pricing, prohibiting patient surprise billing, banning physician non-competes, prohibiting insurer-provider gag clauses, establishing an All-Payer-Claims-Database, among other statutes. Legislative summaries can be found at <https://employersforumindiana.org/subject/policy/>
  - Educating healthcare stakeholders and policymakers, conduct data analyses and summarize existing data, support employer advocacy, partner with like-minded organizations, identify and prepare Forum members to testify, and testify at legislative hearings.

- Testifying as a subject matter expert to the U.S. House Committee on Education and the Workforce – Health, Education, Labor, and Pension (HELP) Subcommittee hearing on Transparency and Competition in June 2023.
- Payment Reform: Encourage Indiana insurers/TPAs to develop new provider payment models. In 2019 Anthem BCBS introduced negotiating outpatient services corporate-wide based on a percent-of-Medicare instead of the ineffective model of discount-of-charges. Bundled payments, primary care, mental health, tiered/narrow networks, etc. are discussed.
- Opioid Toolkit: Developed an online resource to assist employers learn about and address the opioid crisis in the workplace: [www.employeropioidtoolkit.org](http://www.employeropioidtoolkit.org).
  - Partnered with Overdose Lifeline and Purdue University College of Pharmacy to develop a first-of-its-kind certificate program to train health professionals to provide supportive community care for persons with opioid use disorders.

**2009 - Concurrent**

**GPS Consulting, Inc.**

President and CEO

Carmel, Indiana

Position: self-employed, variable FTE

*Experience:*

- Since 2016, periodically provide presentations on healthcare policy and aligning payment with the value of services provided and have given over 100 invited local and national presentations.
- From 2009-2015, provided consulting services to numerous organizations to assist them with developing financially sustainable business models for ambulatory pharmacist services and team-based care models. This involved helping organizations with their billing options.

**January 2021 – Concurrent**

**Purdue University**

College of Pharmacy

Department of Pharmacy Practice

*Adjunct Clinical Associate Professor*

**October 2005 – January 2021**

**Indiana University**

School of Medicine

Department of Medicine

Indianapolis campus, Indiana

*Adjunct Assistant Professor of Medicine*

**April 2019 – January 2021**

**Purdue University**

College of Pharmacy

Department of Pharmacy Practice

*Clinical Associate Professor*

Position: 0.5 FTE

*Experience:*

- Health Policy to Support Pharmacy Practice Advancement responsibilities included lecturing and serving as the course director of Health Policy Applications, PHRM 870; teaching in the following courses: Public Health, Practice Management and Marketing of Professional Services, and various

labs; and being the preceptor for the legislative policy clerkship rotation for fourth-year doctor of pharmacy students.

- Administrative responsibilities included serving as chair of the admissions committee.

**January 2008 – March 2019**

**Purdue University**

College of Pharmacy

Department of Pharmacy Practice

*Clinical Assistant Professor*

Position: 0.5 FTE

*Experience:*

- Health Policy to Support Pharmacy Practice Advancement: From 2014-2020, I founded, taught, and was course director of Health Policy Applications, PHRM 870, a required course for approximately 150 third-year pharmacy students. I founded and precepted fourth-year pharmacy students for a Legislative Policy clerkship rotation. These students spent time at the Indiana State House working directly with legislators, lobbyists, and advocacy groups. From 2010-2018, I served as chair of the Legislative and Regulatory Council for the Indiana Pharmacist Association. In this role, I developed the strategic plan which led to 21 new Indiana statutes. On a national level, I was Chair of the American Society of Health-System Pharmacists (ASHP) Council of Public Policy from 2016-2017 and a member of the ASHP national provider status coalition. From 2014-2016, ASHP, the American Pharmaceutical Association, and the American College of Clinical Pharmacy sought my input regarding comments to provide to the Center of Medicare and Medicaid Services on various policy issues.
- Sustainable Business Models Engagement: Having expertise in developing sustainable business models for ambulatory care pharmacist services, I assisted numerous hospital administrators, payers, provider groups, pharmacy associations, academic administrators, and pharmacists across the country with strategic guidance in this space. Such stakeholders included San Diego Health System, Hawaii College of Pharmacy, Mayo Clinic, among others. I taught these concepts at Purdue College of Pharmacy in the Practice Management & Marketing for Professional Services and Population Health courses. I have published and presented nationally on the financial sustainability of ambulatory care services provided by pharmacists over 100 times.

**October 2005 – December 2007**

**Purdue University**

College of Pharmacy

Department of Pharmacy Practice

Indianapolis campus, Indiana

*Visiting Assistant Professor*

Position: 0.4-0.5 FTE

*Experience:*

- Administrative responsibilities included developing new clinical opportunities and expanding existing ambulatory care clinical pharmacy services. I worked with an attorney group clarifying Indiana legislation that supports collaborative drug therapy management agreements between physicians and pharmacists. I served as a preceptor for fourth-year Purdue College of Pharmacy students on clerkship rotation and provided course lectures on how to bill for professional pharmacist services in PHRM 869.

- Clinical responsibilities included developing and managing the first pharmacist-managed Diabetes Medication Management Clinic in Indiana in January 2007. It was located at Indiana University Medical Group/Wishard North Arlington Clinic. This clinic's focus was the management of patients with diabetes, hypertension, hyperlipidemia, and/or needed tobacco cessation therapy per physician-approved protocol. Clinical privileges included initiating/adjusting medications, ordering labs, documenting in patient medical records, and writing consults to subspecialists/ancillary services.

**April 2003 – October 2003**  
**August 2005 – October 2008**

**Wishard Health (renamed, Eskenazi Health)**  
 Ambulatory Care Clinical Pharmacy Specialist  
 and  
 Purdue University, College of Pharmacy  
*Assistant Professor*  
 Position: 0.4-0.5 FTE

*Experience:*

- Administrative responsibilities included successfully developing a reimbursement schema for the existing pharmacist-managed Anticoagulation Clinic and developing disease-state management protocols.
- Clinical responsibilities involved assessing outpatient clinics for growth of clinical pharmacy services and managing patients in a pharmacist-managed Anticoagulation Clinic.

**August 2000 – August 2002**

**Scott & White Hospital**  
 Temple, Texas  
*Ambulatory Care Clinical Pharmacy Specialist*  
 Position: 1.0 FTE

*Experience:*

- This position was designated as 50% clinical practice and 50% clinical research/administration. Administrative responsibilities included program and staff development. Medication Management Clinic (MMC) development for primary care providers to refer patients with poorly controlled diabetes, hypertension, and hyperlipidemia; restructuring of the Anticoagulation Clinic to point-of-care; and assistance with development of an outpatient Deep Vein Thrombosis program. Further activities included improving efficiencies/reimbursement opportunities in the MMC, Anticoagulation Clinic, Lipid Clinic, and Diabetes Care Clinic.
- Clinical responsibilities included managing patients in the aforementioned clinics. Clinical privileges included prescriptive authority per protocol, ordering labs, consulting subspecialists, and documenting in the patient's medical record. I participated in precepting doctor of pharmacy students, doctor of pharmacy residents, medical students, and medical residents.

**July 1997 to June 2000**

**William S. Middleton Memorial Veterans Hospital**  
 Primary Care Clinic  
 Rockford, Illinois  
*Primary Care Clinical Pharmacy Specialist*  
 Position: 1.0 FTE

*Experience:*

- I developed clinical pharmacy services at an outpatient primary care clinic. Specifically, developing and managing an Anticoagulation Clinic (including providing outpatient treatment for deep vein thrombosis), and managing a Medication Management Clinic in which I primarily treated patients with diabetes mellitus, hypertension, and hyperlipidemia. Privileges included independent prescriptive authority, ordering laboratory tests, consulting ancillary medical services, and documenting in the patient's medical record.
- I also acted as a preceptor for the VA Madison primary care residents and served as a clinical instructor for the University of Wisconsin, College of Pharmacy.

**July 1996 to June 2000**

**University of Wisconsin, College of Pharmacy**  
 Department of Pharmacy Practice  
 Madison, Wisconsin  
*Clinical Instructor*  
 Position: Part-Time

**December 1992 to June 1994**

**Integrated Pharmacy Systems**  
 Prucare Pharmacy  
 Oklahoma City, Oklahoma  
*Pharmacy Intern*  
 Position: Part-Time

*Experience:*

- I worked in a retail pharmacy within a primary care physician clinic dispensing medications.

**September 1992 to December 1992**

**University of Oklahoma Health Sciences Center**  
 Department of Biochemistry  
 Oklahoma City, Oklahoma  
*Research Assistant*  
 Position: Part-Time

*Experience:*

- I worked in a basic science research lab in which I assisted my principal investigator in ascertaining protein configuration alterations upon exposure to heavy metals. Techniques utilized include protein footprinting, plasmid transformations, and tissue culture.

**September 1991 to August 1992**

**University of Texas Health Sciences Center at San Antonio**  
 Department of Pathology  
 San Antonio, Texas  
*Research Assistant*  
 Position: 1.0 FTE

*Experience:*

- I worked in a basic science research lab under principal investor, Peter O'Connell. This lab was part of the largest funded National Institutes of Health grant at the time, awarded for the Human Genome Project. I worked to identify genes on numerous chromosomes, including chromosome 17 and breast cancer. Techniques utilized include tissue culture, DNA sequencing using polymerase chain reaction

(PCR), electrophoresis, autoradiography, and duplication of a yeast artificial chromosome (YAC) library.

- This research is part of the seminal research that led to fully cloning the human genome.

#### **GRANT FUNDING – To Employers’ Forum of Indiana (EFI)**

2022-2023	EFI Operational Support. Arnold Ventures, \$1,000,000
2022-2024	To Support the Development of a Public Available Hospital Value Dashboard and National Hospital Price Transparency Conference. Laura and John Arnold Foundation. \$349,905
2022-2023	To Support the Development of a Public Available Hospital Value Dashboard. Laura and John Arnold Foundation. \$707,295
2021	To Support Education and Issue Advocacy Initiatives. Action Now Initiative. \$95,000
2021	EFI Operational Support. Action Now Initiative. \$20,000
2019	To Support Dissemination of RAND 2.0 Results. National Institutes for Healthcare Reform. \$240,300
2018	Co-funding for RAND 2.0 study. Health Foundation of Greater Indianapolis. \$5,000

#### **AWARDS**

2023	<i>President’s Appreciation Award</i> by Indiana Pharmacist Association
2022	<i>Healthcare Transformation Award</i> by The Alliance (business coalition, Madison, WI)
2022	<i>Health Value Award</i> Spotlight by Validation Institute
2019	<i>Jefferson Award</i> “given to an individual who has devoted their life to exceptional public service” by Purdue University
2019	<i>Member Leadership Award</i> , by National Alliance of Healthcare Purchaser Coalitions
2018	<i>Presidents’ Award</i> , by Indiana Pharmacists Alliance
2017	Among 4 finalists considered for election to the <i>Board of Directors</i> at the American Society of Health-System Pharmacists

2016	<i>Distinguished Service Award</i> by the American Society of Health System Pharmacists
2016	<i>Pharmacist of the Year Award</i> by Indiana Pharmacists Alliance
2016	<i>Fellowship</i> status awarded by the American Society of Health-System Pharmacists
2013	<i>Excellence in Innovation Award</i> by Indiana Pharmacists Alliance
2013	Central Indiana Beacon Community <i>Award for Exceptional Accomplishments</i> by Indiana Health Information Exchange
2011	<i>President's Award</i> by Indiana Pharmacists Alliance
2010	<i>Safe-Rx Awarded</i> by Surescripts. Awarded in Washington D.C. to the top 10 states in the nation that had outstanding progress and leadership in advancing the use of electronic-prescribing technology. I served as a consultant to the Employers' Forum of Indiana to chair this initiative for Indiana and Indiana's ranking increased from #33 to #9.
2002	<i>Best Research Poster</i> . Texas Society of Health-System Pharmacist.

## **STATE LEGISLATIVE POLICY ENGAGEMENT**

Successfully advocated on behalf of Employers' Forum of Indiana employers for state legislative policy reform to include reducing hospital and ambulatory surgery center prices; increasing hospital and prescription medication price transparency; removing anticompetitive hospital, insurer, and pharmacy benefit manager practices; improving access to primary care provider and pharmacist services, among other policy efforts. My role is to work with Forum employers to build policy consensus, educate healthcare stakeholders and legislative leadership using evidence-based data, work with legislators to draft bill language, engage a national network of subject matter experts, identify and prepare employers and other Forum members for testimony, and personally testify/lobby. Hoosiers for Affordable Healthcare served as a superb lobbying partner, for which I serve as board vice chair. I co-led the effort for the following becoming laws in Indiana:

- **2023**
  - Landmark legislation to increase price transparency in Indiana and establish legislative oversight of the state's healthcare market ([HEA 1004](#)). Details of the legislation include:
    - Eliminates hospital facility fees for services rendered off a hospital campus in Indiana's five largest non-profit hospital systems.
    - Set a hospital price benchmark to 285% of Medicare beginning in 2025, which requires Indiana's five largest hospital systems to submit prices to the Department of Insurance (DOI) for analysis.



- Establishes the state’s Healthcare Task Force composed of 6 legislators who will study noncompete agreements, pharmacy benefit manager reporting, and competition in the insurance market, among other topics.
  - Eliminates physician noncompete agreements for all primary care physicians and beginning July 1, 2023 renders noncompete agreements unenforceable if an employer terminates a physician without cause, if a physician leaves for cause, or once the physician employment contract has expired ([SEA 7](#)). This statute also created a new \$20,000 state tax credit incentive annually for 3 years for physician-owned practices.
  - Beginning January 1, 2025, requires health insurers to pass along at least 85% of the rebates they negotiate with drug manufacturers to patients who have plan coverage in the individual market at the point of sale. In this statute, those who have a health plan through their group health plan insurers must pass along 100% of the rebates. ERISA employers exempt ([SEA 8](#)).
- **2022**
  - Extends price cap of 200% of Medicare pricing already in statute for hospitals regarding workers compensation to ambulatory surgical centers (ASCs) ([HEA 1153](#)).
  - Removed bill language to ban “white bagging”—an arrangement between payers and selected pharmacies to ship a patient’s medications directly to the site of care ([HEA 1158](#)).
  - Limited Certificates of Public Advantage (COPAs) to narrow in scope. COPAs are harmful to the healthcare marketplace as they prevent hospital mergers and acquisitions oversight from federal antitrust scrutiny ([SEA 298](#)).
- **2021**
  - Requires select non-profit hospitals to host an annual public form. Hospital board of directors are required to attend and hospitals must discuss their finances, how to help their community, and to receive community feedback ([SEA 325](#)). This section was deleted in 2023. Establishes to the state’s new all-payer claims database (APCD) an advisory board and defines the role of the executive director who oversees the operation ([HEA 1402](#)).
- **2020**
  - Requires healthcare providers to give patients a “good-faith estimate” (GFE) to all patients beginning in 2021. A GFE is the amount intended to be charged for each health care service at least 5 days before the scheduled service, with that requirement only waived in the case of emergency services or when the service is scheduled to be performed within 5 days of being ordered. ([HEA 1004](#)).
  - Prohibits surprise billing such as in-network providers or practitioners charging patients more than in network rate cost of care according to the patient’s network plan unless a GFE is provided and the patient signs consent to be charged for out-of-network rate ([HEA 1004](#)).
  - Prohibits non-disclosure clauses in health provider contracts so purchasers can request the negotiated rate from insurers and providers and requires an insurance producer to disclose commission information to clients ([SEA 5](#)).
  - Requires hospitals, ambulatory surgical centers, and urgent care facilities to post certain health care services pricing information on their Internet web sites. This statute also began the process of establishing an all-payer claims database (APCD) in the state of Indiana ([SEA 5](#)).

- **2019**

- Assigns an interim study committee on public health, behavioral health, and human services the task of studying issues consumers face related to prescription drug pricing, access, and costs ([HEA 1029](#)).

Successfully advocated for advancing the profession of pharmacy by combining engagement purview per my appointment at Purdue College of Pharmacy with appointments as the chair of the Indiana Pharmacy Association Legislative and Regulatory Council. From 2010-2018, I led state pharmacist legislative efforts to include researching bill ideas, developing bill language in partnership with legislators, working with community stakeholders to build consensus, developing advocacy material, developing grassroots strategy, and testifying at the Statehouse. Under my leadership, the following statutes became law:

- **2018**

- New language that enables pharmacists to disclose and recommend more cost-effective medication options which may lower patient's medication expenditures. This statute prohibits a pharmacy benefit manager from including anti-gag clauses in their pharmacy network contracts which are common practice and preclude pharmacists from disclosing less expensive medication alternatives ([HEA 1317](#)).
- New language which ensures that a patient will not pay a full copay if the cost of the medication in the pharmacy- insurance plan agreement is lower. This statute addresses a common detrimental tactic used by pharmacy benefit managers to "claw back" revenue from pharmacies and patients ([HEA 1317](#)).

- **2017**

- Language allowing the State Health Commissioner to develop a statewide standing order, prescription, or protocol that allows pharmacists to administer or dispense immunization and smoking cessation products.
- Remove statute requirement for a prescriber to be notified when there is a prescription change regarding quantity filled.
- Statute to define telepharmacy and establish a registration for pharmacy remote dispensing facilities ([IC 25-26-13.5-4](#)).
- Statute adding requirement for any commercial health insurance policy or a health maintenance organization contract, that provide coverage for prescription medications, must also provide payment for synchronized refill schedule coordination for chronic prescription medications, known commonly as medication synchronization.
- Statute regarding collaborative practice agreements to include physician groups to facilitate population health management, particularly in health-systems ([IC 25-23.4-8-2](#)).
- Language to permit pharmacists to be able to provide immunizations per protocol from 7 to 12 types of immunizations, specifically adding MMR, varicella, Hepatitis A, Hepatitis B, Hib
- Language to permit the State Health Commissioner the option to develop a statewide standing order, prescription, or protocol to permit pharmacists to administer or dispense immunizations.

- Language that requires certain health plans to accept and respond to electronic prior authorization requests according to a transaction standard. The aim is to develop the technological infrastructure to expedite electronic prior authorizations for prescriptions so patients get their medications sooner ([IC 27-1-37.5-10](#)).
- Language to define that “emergency medications” includes epinephrine, albuterol and naloxone. Allows a school corporation to fill a prescription for an emergency medication and store the emergency medication. It also requires that no less than a 12-month expiration date is permitted to be dispensed by a pharmacy ([IC 20-34-4.5-0.2](#)).
- **2016**
  - Language that permits over-the-counter pseudoephedrine requests to be assessed and legitimized by a pharmacist. This law was in reaction to, and has been instrumental in decreasing, methamphetamine use/abuse ([IC 35-48-7-8.1](#)).
- **2014-2015**
  - Statute expanding Medicaid required coverage to include coverage of pharmacist services. Prior statute just noted pharmacy services were covered by Medicaid. This is helpful as the aim was for them to pay for pharmacist-provided medication therapy management services.
  - New language to define medication therapy management provided by a pharmacist. This provided a foundation for payers to pay for such services ([IC 25-26-13-2](#)).
  - Law expanding collaborative practice agreement protocol statutes to permit supervision requirements to be met by physician assistants or nurse practitioners. The pharmacist CPA must be with physicians, but this change was warranted as occasionally physicians are unavailable to provide pharmacist supervision.
  - New language for minimum education requirements for pharmacy technicians ([IC 25-26-19-5](#)).
- **2012-2013**
  - Law expanding the scope of practice for pharmacist-administered immunizations to include Tetanus, Diphtheria, Tdap, HPV, Pneumonia, and Meningitis. Prior to this pharmacists could only administer influenza vaccines ([IC 25-26-13-31.2](#)).
  - New language to permit pharmacy interns to administer immunizations under pharmacist supervision. This provided a more robust learning opportunity for student pharmacists who are working as interns and created greater efficiency for patients and pharmacists.
- **2011**
  - Law expanding pharmacist collaborative practice agreements (CPA), referenced as Drug Protocols in statute. CPAs were limited to be implemented only in hospitals and facilities and the expansion permitted CPAs to also be with physicians. Thus, it opened new opportunities for pharmacists in ambulatory care practice settings. It also expanded pharmacists’ scope of practice and delineated CPA requirements.

## INVITED NATIONAL PRESENTATIONS

- **2023**

- **The Path to Affordability: The Role of Hospital Price and Quality Data.** Massachusetts Association of Health Plans Annual Health Policy Conference. Boston, Massachusetts. November 17, 2023.
- **Employers Making Evidence-Based Market and Policy Decisions.** North Carolina Business Coalition on Health Conference. Greensboro, North Carolina. September 15, 2023.
- **Tools to Increase Affordability in a Consolidated Market.** National Academy for State Health Policy Annual Conference. Boston, Massachusetts. August 15, 2023.
- **Data to Inform Honest Conversations.** Employer Coalition of Louisiana (inaugural provider conference). Virtual. August 1, 2023.
- **Legislative Success** (panelist). Georgetown University, Center on Health Insurance Reform - Private Roundtable on Facility Fee Regulation. Washington D.C. July 20, 2022.
- **Employers' Forum of Indiana 2023 Legislative Wins** (panel). National Alliance of Healthcare Purchasers Coalition Leadership Summit. Nashville, Tennessee. June 29, 2023.
- **How the Employers' Forum of Indiana is Using Data to Inform Honest Conversations.** Johns Hopkins University Private Briefing Price Gaps Between Commercial and Public Health Insurance for Policy Makers. Virtual. June 9, 2023.
- **Data to Inform Honest Conversations.** Employer Coalition of Louisiana (inaugural employer conference). Virtual. June 13, 2023.
- **What Reporters Can Learn from the Growing Use of Hospital Price Data to Push or Lower Costs.** Association of Health Care Journalists Annual Conference. St. Louis, MO. March 11, 2023.
- **Data Informed Policy: Site Neutral Payment.** Alliance to Fight for Healthcare-Policy Maker Briefing. Virtual. February 1, 2023.

- **2022**

- **Data to Inform Honest Conversations** (keynote). Kentuckiana Health Collaborative. Louisville, Kentucky. December 6, 2022.
- **Aligning Payment with Healthcare Value.** John Hopkins University-Price Transparency. Virtual. November 18, 2022.
- **Coalitions – Leading Together (moderator).** National Alliance of Healthcare Purchaser Coalitions. Washington D.C. November 9, 2022.
- **Behind the Science: Behind Fair Pricing for Hospital Prices.** Medical World News Streaming Network. Videocast. October 10, 2022.
- **Employers Aligning Payment with Value.** Genentech Roche – National Conference. Virtual. September 29, 2022.
- **Employers Aligning Payment with Value.** Catalyst for Payment Reform Conference. Virtual. September 8, 2022.
- **Employers Aligning Payment with Value.** Remedium eXchange Healthcare Economics Summit Conference, Concordia University. Virtual. August 9, 2022.
- **Employers Aligning Payment with Healthcare Value.** Benefit Advisors Network Annual Conference. Chicago, Illinois. July 24, 2022.

- **Employers Aligning Payment with Value.** Council of Employee Benefits Executives Conference. Virtual. July 19, 2022.
  - **Employers Aligning Payment with Healthcare Value.** Kansas Business Group on Health Conference. Virtual. July 12, 2022.
  - **Leveraging the New Age of Transparency** (moderator). National Alliance for Healthcare Purchaser Coalitions Conference. Virtual. June 28, 2022.
  - **Employers Aligning Payment with Value.** Healthcare Purchaser Alliance of Maine Conference. Virtual. June 8, 2022.
  - **Employers Aligning Payment with Value.** The Alliance (Wisconsin business coalition) Spring Symposium. Madison, Wisconsin. May 23, 2022.
  - **Health Policy Ideas for Employer Sponsored Insurance.** Bipartisan Policy Center – Health Team. Virtual Round Table Discussion. March 30, 2022.
  - **RAND 3.0 National Hospital Price Transparency Study** (keynote). Lehigh Valley Business Group on Health Annual Symposium. Virtual. March 22, 2022.
  - **X-Ray Vision: A Superhero’s Mission to Expose Exorbitant Hospital Pricing.** NextGen Benefits ASCEND Conference. Virtual. January 7, 2022.
- **2021**
    - **Employers Aligning Payment with Value.** Houston Business Coalition on Health. Virtual. December 8, 2021.
    - **How Much Do You Pay for Hospital Services? The RAND Hospital Analysis Study.** Colorado Business Group on Health. Virtual. September 28, 2021.
    - **Mobilizing Collective Action to Move the Market.** National Alliance of Healthcare- *Health, Policy & Performance Summit*-Panelist. Virtual. June 7, 2021.
    - **Employers Aligning Payment with Value.** New Hampshire School of Law. Virtual. June 16, 2021.
    - **An Employer Driven Hospital Price Transparency Project.** Midwest Business Group on Health. Virtual. May 5, 2021.
    - **An Employer Driven Hospital Price Transparency Project.** Healthcare Revolution. Virtual. May 17, 2021.
    - **RAND Hospital Price Transparency Study 3.0.** NextGen Healthcare Summit. Virtual. April 9, 2021.
    - **Data Doesn’t Lie: RAND Hospital Price Transparency Study.** Benefit Advisors Network. Keynote presentation for BAN Winter Conference. Virtual. February 1, 2021.
    - **Data Analytics: How to Use Evidence Based Data to Help Drive Outcomes.** Benefit Advisors Network. BAN Winter Conference. Virtual. February 1, 2021.
- **2020**
    - **RAND 3.0 National Hospital Price Transparency Study.** Genentech-Roche. Virtual. December 8, 2020.
    - **Employers Using Hospital Price Transparency to Make Informed Decisions.** Healthcare Purchaser Alliance of Maine. Virtual. November 4, 2020.
    - **Managing Drug Value: MTM and Beyond a National Perspective** (moderator). National Alliance of Healthcare Purchasers Coalition Annual Conference. Virtual. November 10, 2020.
    - **RAND 3.0 National Hospital Price Transparency Study.** SHRM Regional Conference. Virtual. October 23, 2020.

- **Employers Transforming Hospital Price Transparency.** Midwest Business Group on Health Annual Conference. Virtual. September 4, 2020.
  - **Introduction to Medication Management by Pharmacists.** National Alliance of Healthcare Purchasers Coalition - Coalition Members. Virtual. August, 20, 2020.
  - **Employer Hospital Price Transparency Project.** National Association of Health Underwriters Annual Conference. Virtual. June 29, 2020.
  - **Mobilizing the Next Generation of Hospital Transparency** (moderator). National Alliance of Healthcare Purchasers Coalition. Virtual. June 15, 2020.
  - **Employers Transforming Hospital Price Transparency.** Colorado Business Group on Health. Virtual. May 20, 2020.
  - **Government Involvement in Health Care.** Policy Circle Conference. Virtual. May 1, 2020.
  - **Transparency in Hospital Pricing: The RAND Project.** Houston Business Coalition on Health. Virtual. April 14, 2020.
  - **Empowering Employers to Make Evidence-Based Health Payment Decisions.** Academy Health: National Health Policy. Virtual. February 11, 2020.
- **2019**
    - **Hospital Transparency: Moving from Pricing to Equity.** National Alliance for Health Care Purchasers Coalition Annual Conference. Washington D.C. November 13, 2019.
    - **Employer-Led National Hospital Price Transparency Initiative.** International Society of Certified Employee Benefit Specialists. New Orleans, LA. September 10, 2019.
    - **Findings From a National Employer-led Hospital Price Transparency Study.** Wyoming Business Coalition on Health. Casper, Wyoming. July 25, 2019.
    - **Employer-led Hospital Price Transparency Study.** National Alliance for Health Care Purchasers Coalition. Webinar for Coalition Leaders. July 9, 2019.
    - **Findings From a National Employer-led Hospital Price Transparency Study.** National Alliance for Health Care Purchasers Coalition. Webinar for Coalition Leaders. June 5, 2019.
    - **Findings From a National Employer-led Hospital Price Transparency Study.** Kentuckiana Health Collaborative Annual Meeting. Louisville, Kentucky. June 4, 2019.
    - **National Hospital Price Transparency Study: Overview of RAND 2.0 Findings.** Pittsburgh Business Group on Health-Executive Employer Committee. Webinar. May 30, 2019.
    - **Findings From a National Employer-led Transparency Study: Implications for Michigan.** Economic Alliance of Michigan Annual Meeting. Detroit, Michigan. May 15, 2019.
    - **A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** Kentuckiana Health Collaborative. Webinar. April 17, 2019.
    - **National Hospital price Transparency: What's Fair?** National Alliance of Healthcare Purchasers Coalition. Webinar-Data Affinity Group. March 11, 2019.
- **2018**
    - **Employer-Led National Hospital Price Transparency Initiative.** Kentuckiana Business Group on Health-All Stakeholder Meeting. Webinar. December 4, 2018.

- **Employer-Led National Hospital Price Transparency Initiative.** Bay City Council–Controlling Business Healthcare Costs Through Regional Partnership. Oakland, California. October 5, 2018.
  - **Employer-Led National Hospital Price Transparency Initiative.** Kentuckiana Business Group on Health–Board of Directors. Webinar. August 23, 2018.
  - **Employer-Led National Hospital Price Transparency Initiative.** Minnesota Health Action Group. Webinar. August 14, 2018.
  - **Employer-Led National Hospital Price Transparency Initiative.** South Carolina Business Coalition on Health. Webinar. August 14, 2018.
  - **Employer-Led National Hospital Price Transparency Initiative.** National Alliance of Health Care Purchasers Coalition. Washington, D.C. June 18, 2018.
  - **Determining Price Reasonableness.** Colorado Business Group on Health. Denver, Colorado. June 14, 2018.
  - **A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** Economic Alliance of Michigan. June 1, 2018.
  - **A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** Fiat Chrysler Automobiles. May 31, 2018.
  - **A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** National Alliance of Health Care Purchasers Coalition. Webinar. May 30, 2018.
  - **Achieving Accountability with Health Systems: Strategies from a Sister Coalition.** Midwest Business Group on Health Annual Conference. Chicago, Illinois. May 2, 2018.
  - **National Hospital Price Transparency Study.** National Alliance of Health Care Purchasers Coalition. Webinar. April 26, 2018.
  - **Strategy to Improve Hospital Value.** Colorado Business Group on Health. Denver, Colorado. January 11, 2018.
- **2017**
    - **Financial Sustainability Strategies for Today and Tomorrow.** Program coordinator and invited co–presenter at American Society of Health–System Pharmacy Summer Meeting. Minneapolis, Minnesota. June 5, 2017.
    - **Billing Opportunities for Ambulatory Care Services Provided by Pharmacists.** Albany College of Pharmacy. Albany, New York. May 18, 2017.
- **2016**
    - **Ambulatory Practice Advancement Initiative: Strategy and Financing.** Tristate Pharmacy Program representing Connecticut Society of Health–System Pharmacists, New Jersey Society of Health–System Pharmacists, New York Council of Health–System Pharmacists. Tarrytown, New York. September 30, 2016.
    - **What You Need to Know to Get Started: Revenue Opportunities for Ambulatory Care Pharmacist Services.** Program chair and invited presenter at the American Society of Health–System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.

- **The Command Center: Building Blocks to Engage the C-Suite.** American Society of Health-System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.
- **Great Ideas: Indiana Legislative Successes.** American Society of Health-System Pharmacists Summer Meeting. Baltimore, Maryland. June 12, 2016.
- **Opportunities for Senior Care Pharmacists: Billable Pharmacy Services in New Models of Care.** Webinar presentation for the American Society of Consultant Pharmacists. April 20, 2016.
- **Billing Boot Camp I: Billing CMS Incident to Physician and Medication Therapy Management.** American Pharmacists Association Annual Meeting and Exposition. Baltimore, Maryland. March 6, 2016.
- **Billing Boot Camp II: Value Proposition Considerations.** American Pharmacists Association Annual Meeting, March 6, 2016.
- **Billing Opportunities for Ambulatory Care Services Provided by Pharmacists.** Hawaii College of Pharmacy. February 22, 2016.
- **Best Practices: Billing for Hematopoietic Cell Transplant Pharmacy Services.** American Society of Blood and Marrow Transplantation. Honolulu, Hawaii. February 21, 2016.
- **2015**
  - **Building Sustainable Business Models for Ambulatory Care Pharmacist Services.** Ferris State University College of Pharmacy to present faculty seminar. Grand Rapids, Michigan. November 17, 2015.
  - **Sustainability Strategies for Pharmacist Services in PCMHs.** University of Arkansas Medical Sciences Patient Centered Medical Home (PCMH) and the Pharmacist, to launch PCMH model to integrate pharmacists for a Blue Cross Blue Shield Pay for Performance initiative. Little Rock, Arkansas. November 13, 2015.
  - **Financial Sustainability Strategies for Ambulatory Care Pharmacist Services.** VHA Pacific Northwest-Novation which consists of health-system administrators. Renton, Washington. October 14, 2015.
  - **Billing Opportunities for Services Provided by Pharmacists in an Ambulatory Care Setting.** JCPP Annual Meeting (Joint Commission of Pharmacy Practitioners) which consists of the CEO's and Presidents of 11 national pharmacy associations (including AACP, ASHP, APhA, ACCP, among others). Arlington, Virginia. January 29, 2015.
- **2014**
  - **CPT for TOC, Easy as 1, 2, and 3.** American Society of Health-System Pharmacists Midyear Clinical Meeting. Anaheim, California. December 8, 2014.
  - **Business Payer Perspective on Pharmacy Performance.** National Community Pharmacists Association Annual Meeting. Austin, Texas. October 22, 2014.
  - **Ambulatory Care Pharmacist Services: Sustainable Business Model Considerations.** All Faculty seminar, Virginia Commonwealth University, College of Pharmacy. Richmond, Virginia. August 27, 2014.
  - **Ambulatory Care Summit Recommendations: Current Status and Future Implications.** National webinar American Society of Health-System Pharmacists. July 2014.



- **Sustainability of Ambulatory Care Clinical Pharmacist Services: A Choice.** Keynote Speaker at Ohio College of Clinical Pharmacy. Cleveland, Ohio. May 2014.
- **Sustainable Business Models: Systematic Approach toward Successful Ambulatory Care Pharmacy Practice.** Plenary Presenter at the American Society of Health-System Pharmacists Ambulatory Care Conference and Summit. Dallas, Texas. March 2014.
- **2013**
  - **Breathing Life into the Ambulatory Care Practice Medical Home Model: Planning your Ambulatory Services in the New Model of Care.** American Society of Health-System Pharmacists Mid-Year Clinical Meeting. Orlando, Florida. December 2013.
  - **Health-Care Billing Opportunities for Ambulatory Care Pharmacist Services.** Novation Executive Pharmacy Council, VHA representing executive directors of pharmacy of large health-systems from across the country. Dallas, Texas. October 2013.
  - **Hit the Jackpot with MTM Services: How to Get Started.** Illinois Pharmacist Association. Normal, Illinois. September 2013.
  - **Pharmacy Reimbursement Opportunities for MTM.** Missouri Pharmacy Association. Branson, Missouri. June 2013.
  - **Ambulatory Care Practitioners - You CAN be reimbursed for your services!** Presenter and facilitator for the Section of Ambulatory Care Practitioners networking session. American Society of Health-System Pharmacists Summer Meeting. Minneapolis, Minnesota. June 2013.
  - **Billing Opportunities for Ambulatory Care Pharmacist Services.** National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.
  - **Affordable Care Act and Quality Measures.** National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.
  - **A New Neighborhood for Community Pharmacy: Opportunities in Emerging Models of Care.** Program Moderator for continuing education program. National Community Pharmacists Association Multiple Locations Conference. Aruba, Aruba. February 2013.
  - **Billing Opportunities for Ambulatory Care Pharmacist Services.** St. Louis College of Pharmacy faculty seminar and community continuing education programming. St. Louis, Missouri. January 2013.
- **2012**
  - **Medicaid Billing Opportunities.** Facilitator at the Clinical Business Development Section Advisory Group networking session. American Society of Health-System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2012.
  - **Setting Up Outpatient Hospital-Based and Physician-Based Clinical Pharmacy Services.** National webinar for American Society of Health-System Pharmacists. May 2012.
  - **Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Webinar for VHA hospital directors in Ohio. November 2012.
  - **Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Webinar for VHA hospital directors in Michigan. November 2012.
  - **Clinical Pharmacist Services Supporting Accountable Care Organizations.** Webinar for Center for Medicare and Medicaid Innovation Center - Pioneer Accountable Care Organization- Pharmacy Care Coordination Action Group. October 2012.

- **Billing Opportunities for Ambulatory Care Pharmacist Services.** Keynote speaker at Illinois Pharmacists Association meeting. Springfield, Illinois. September 2012.
- **Beacon Update.** Pharmacy e-Health Information Technology Initiative. Washington D.C. August 2012.
- **Designing Sustainable Ambulatory Pharmacist Patient Care Services.** National webinar for American Society of Health-System Pharmacists. May 2012.
- **2011**
  - **Indiana Collaborative Practice Legislative Success.** State Affiliate Leaders Program. American Society of Health-System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.
  - **Building Ambulatory Pharmacy Services, Part 1: Caring for Patients Today.** Program Facilitator and presenter, *Exploring the Foundation*. American Society of Health System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.
  - **Safe Medication Practices.** Health and Human Services-Office of the National Coordinator Care Transitions Meeting. Washington, D.C. October 2011.
  - **Beacon Pharmacy Interventions.** National webinar for Health and Human Services Office of the National Coordinator Care and Health Resources and Services Administration-PSPC. September 2011.
  - **Beacon Pharmacy Interventions across the Country.** Presenter and program coordinator. Health and Human Services-Office of the National Coordinator Beacon Affinity Conference, Clinical Transformation-Achieving Acceleration. Denver, Colorado. June 2011.
  - **Clinical Pharmacy Service Opportunities in the Realm of Health Information Technology.** University of Hawaii at Hilo College of Pharmacy. Hilo, Hawaii. April 2011.
- **2010**
  - **The Changing Role of the Pharmacist in Health Reform.** World Congress 5th Annual Executive Forum on Pharmacy Benefit Management Strategies to Maximize Value & Control Costs. Philadelphia, Pennsylvania. July 2010.
  - **Ambulatory Clinic Billing Compliance and Revenue Generation.** Presenter and facilitator, American Society of Health-System Pharmacists Summer Meeting Networking Session hosted by the Section Ambulatory Care Practitioners Section Advisory Group on Clinical Business Development. Orlando, Florida. June 2010.
- **2009**
  - **Trends in State and Regional HIT Initiatives: Managing Collaborative Programs in the Face of ARRA.** National webinar e-Health Initiative and Surescripts. November 2009.
  - **Billing Options for Outpatient Pharmacy Services.** Part of continuing education program titled Approaching Medication Therapy Management (MTM) in 2010: Where We've Been, and Where We're Going. University of Toledo School of Pharmacy. Toledo, Ohio. October 2009.
- **2008**

- **Walgreens POWER Patient Counseling Continuing Education Program.** Co-develop patient counseling program for Walgreens Corporate for national implementation. Presented and piloted in Orlando, Florida. July-September 2008.
- **A New Model of Health Care Delivery: Community Pharmacists Can Provide Anticoagulation Management in Collaboration with Physicians.** SUPERVALU Corporate Office. Franklin Park, Illinois. August 2008.
- **Anticoagulation Management Tools for Out Patient and Transition Care Settings.** National webinar for Institute for Healthcare Improvement based in Cambridge, Massachusetts. June 2008.
- **Pharmacist Reimbursement and Collaborative Practice Agreements.** Keynote speaker for University of Toledo faculty and community pharmacists. Toledo, Ohio. May 2008.

### INVITED PRESENTATIONS IN INDIANA

- **2023**
  - **Employers Using Data to Demand Fair Provider Prices.** Lafayette Community Council (business CEOs). Lafayette, Indiana. October 24, 2023.
  - **The State of Healthcare in Indiana (panel).** Conner Insurance - NextGen Healthcare Summit. Indianapolis, Indiana. September 20, 2023.
  - **High Cost of Healthcare in Indiana and What Employers Need to be Concerned With (panel).** LHD Benefits-AIM Medical Trust (representing 59 cities/towns). Indianapolis, Indiana. July 14, 2023.
  - **Evidence-Based Data to Support Indiana's 2023 Healthcare Legislative Wins.** Indiana State Association of Health Underwriters Conference. Carmel, Indiana. July 12, 2023.
  - **Data to Inform Honest Conversations.** Indiana Manufacturers Association Conference. Indianapolis, Indiana. January 11, 2023.
- **2022**
  - **Engaging in Health Policy.** APhA-ASP Purdue College of Pharmacy Chapter. West Lafayette, Indiana. October 18, 2022.
  - **Health Care & Benefits Panel Discussion.** Indiana Business Journal Power Breakfast Conference. Indianapolis, Indiana. September 23, 2022.
  - **Employers Aligning Payment with Value.** NFIB (small business organization)-Indiana Chapter. Indianapolis, Indiana. September 21, 2022.
  - **Employers Aligning Payment with Value.** Indiana Manufactures Association Board of Directors meeting. Indianapolis, Indiana. August 17, 2022.
  - **Aligning Payment with Value.** Physicians Health Plan of Northern Indiana. Virtual. July 26, 2022.
  - **Employers Aligning Payment with Value.** Integrative Care Partners and Gibson Conference. South Bend, Indiana. June 23, 2022.
  - **Working to Align Payment with Healthcare Value.** Indianapolis Chamber of Commerce – Health Policy Council (panelist). Indianapolis, Indiana. June 22, 2022.
  - **Employers Aligning Payment with Value.** RE Sutton and Associated Annual Symposium. Virtual. March 1, 2022.
- **2021**

- **Employers Aligning Payment with Value: RAND 3.0 Study.** Perry County Development Corp Employer Roundtable. Virtual. August 10, 2021.
  - **Employer Success Begins with Using Hospital Price and Quality Evidence.** International Society of Certified Employee Benefits Specialists-Indiana Chapter. Virtual. July 21, 2021.
  - **Employers Aligning Payment with Value.** Patoka Valley Health Care Cooperative. Huntington, Indiana. June 10, 2021.
  - **Employers Using Hospital Price Transparency to Make Informed Decisions.** RE Sutton and Associates Conference. Virtual. June 10, 2021.
  - **Employers Aligning Payment with Value.** MJ Insurance Conference. Indianapolis, Indiana. June 18, 2021.
  - **Employer's Forum of Indiana Update.** Lutheran Health System-Employer Engagement Conference. Virtual. May 5, 2021.
  - **PBM 101 Discussion.** Indiana Legislative Leadership. Senators and House of Representatives Health & Insurance Committee Members. Indianapolis, Indiana. March 2, 2021.
  - **Employers Using Hospital Price Transparency to Make Informed Decisions.** Indiana Association of School Business Officials (CFOs). Virtual. February 5, 2021.
  - **Public Health Affordability.** Timmy Global Health, Purdue University. Virtual. February 16, 2021.
  - **Employers Using Hospital Price Transparency to Make Informed Decisions.** Anthem BCBS. Virtual. February 12, 2021.
- **2020**
    - **RAND 3.0 National Hospital Price Transparency Study.** Indiana Manufacturers Association Board of Directors Meeting. Virtual. October 29, 2020.
    - **RAND Study Findings.** Anthem Fort Wayne Business Coalition-Parkview Health Negotiations. Virtual. March 25, 2020.
    - **Using Hospital Price Transparency to Improve Value.** RE Sutton and Associates Employer Annual Conference. Carmel, Indiana. March 3, 2020.
    - **Using Hospital Price Transparency to Improve Value.** Indiana Cast Metal Association 30th Annual Legislative Impact Conference. Indianapolis, Indiana. January 29, 2020.
- **2019**
    - **Using Hospital Price and Quality Transparency to Inform Employers.** JA Benefits – South Central Indiana School Trust. Franklin, Indiana. December 4, 2019.
    - **Update on Pharmacy Practice: Indiana and Beyond.** National Association Boards of Pharmacy/American Association of Clinical Pharmacy Regional IV Meeting. Indianapolis, Indiana. October 19, 2019.
    - **Health Care Affordability Ideas for Hoosiers.** Legislative Summer Study Session Public Health Committee. Indianapolis, Indiana. September 4, 2019.
    - **Using Hospital Price Transparency to Improve Value.** RE Sutton and Associates Advisory Council. Carmel, Indiana. August 26, 2019.
    - **Findings From a National Employer-led Hospital Price Transparency Study.** Indiana Department of Insurance. Indianapolis, Indiana. August 8, 2019.
    - **Findings From a National Employer-led Hospital Price Transparency Study.** R.E. Sutton & Associates. Webinar for several employer school trusts. June 5, 2019.

- **National Hospital Price Transparency Study: Overview of Findings.** Two state legislators and I coordinated to present an Employer-Legislative Round Table for 40 legislators, legislative staff, and Governor's staff. Indianapolis, Indiana. June 4, 2019.
- **Findings From a National Employer-led Hospital Price Transparency Study.** Anthem National Benefit Consultant Conference. Indianapolis, Indiana, June 3, 2019.
- **Findings From a National Employer-led Hospital Price Transparency Study.** Indiana Manufacturers Association Board of Directors. Indianapolis, Indiana. June 3, 2019.
- **Employer-Led National Hospital Price Transparency Initiative.** Healthcare Financial Management Association-Indiana Chapter Annual Meeting. Indianapolis, Indiana. May 21, 2019.
- **Online Pharmacies: What You Need to Know to Keep Hoosiers Safe.** Indianapolis Association of Health Underwriters. Indianapolis, Indiana. April 10, 2019.
- **2018**
  - **Employer-Led National Hospital Price Transparency Initiative.** International Society of Certified Employee Benefit Specialists-Central Indiana Chapter. Indianapolis, Indiana. December 4, 2018.
  - **Service Opportunities to support the Profession.** Keynote Speaker. Manchester College of Pharmacy. Fort Wayne, Indiana. October 24, 2018.
  - **Health Care & Benefits Panel Discussion.** Indiana Business Journal Power Breakfast Conference. Indianapolis, Indiana. September 28, 2018.
  - **Helping Workplaces Become Tobacco-Free: Challenges and Opportunities.** Panelist at Indiana State Department of Health PX18 Summit. Indianapolis, Indiana. August 7, 2018.
  - **Pharmacist Position Roundtable Discussion.** Indiana Pharmacists Alliance New Practitioners Conference. Indianapolis, Indiana. July 20, 2018.
  - **A Transformational Opportunity for Employers to Lead a Hospital Price Transparency Study.** Patoka Valley Health Care Collaborative. Webinar. June 18, 2018.
  - **Employers' Forum of Indiana Strategy to Improve Hospital Value.** American Health Network Annual Physician Conference. Indianapolis, Indiana. April 28, 2018.
  - **Employers' Forum of Indiana Strategy to Improve Hospital Value.** Anthem Workplace Wellness Conference. Indianapolis, Indiana. April 13, 2018.
  - **Online Pharmacies: What You Need to Know to Keep Hoosiers Safe.** Gregory and Appel Insurance. Indianapolis, Indiana. February 21, 2018.
- **2017**
  - **IPA Indiana Legislative Wins!** Indiana Pharmacist Association Spring Conference. Indianapolis, Indiana. April 12, 2017.
  - **IPA Bill Update & the Legislative Process.** Indiana Pharmacist Association Legislative Day. Indianapolis, Indiana. February 22, 2017.
- **2016**
  - **Drug Pricing and Value.** Employers' Forum of Indiana. Indianapolis, Indiana. November 15, 2016.

- **Legislative Update.** Indiana Pharmacist Association Annual Meeting. Indianapolis, Indiana. September 23, 2016.
- **How to Market Yourself.** Indiana Pharmacist Association, Indiana Future Pharmacists Conference. Indianapolis, Indiana. July 22, 2016.
- **2015**
  - **Legislative Update.** Indiana Pharmacist Association board meeting. Presented on IPA-written/sponsored bills and non-IPA sponsored bills which may impact the profession of pharmacy. Indianapolis, Indiana. December 9, 2015.
- **2014**
  - **Community Medication Management: Business Proposition to Support Quality Measures.** HealthLink Health Information Exchange and Bloomington Hospital. Bloomington, Indiana. April 2014.
  - **Discussion of Diabetes.** Employers' Forum of Indiana. Indianapolis, Indiana. March 11, 2014.
- **2013**
  - **Hoosier Health Care Innovation: Medication Reconciliation.** Indiana Family and Social Services Administration State Health IT Annual Conference. Indianapolis, Indiana. July 2013.
  - **Beacon Evaluation of Diabetes Programs: Final Report.** Employers' Forum of Indiana. Indianapolis, Indiana. July 2013.
  - **Beacon Evaluation of Diabetes Programs: Preliminary Report.** Indiana Health Information Exchange Award Ceremony. Indianapolis, Indiana. June 2013.
  - **Beacon Evaluation of Diabetes Programs: Preliminary Report.** Employers' Forum of Indiana. Indianapolis, Indiana. June 2013.
- **2012**
  - **Financial Sustainability for Clinical Pharmacist Services in Hospital-Based Outpatient Clinics.** Indiana VHA hospital directors. Indianapolis, IN. November 2012.
  - **Value-Based Insurance Design.** Employers' Forum of Indiana. Indianapolis, Indiana. October 2012.
  - **Indiana Medication Management Partnership.** Lafayette/West Lafayette Employers' Health Forum. Lafayette, Indiana. May 2012.
  - **Community Resources to Support Health Wellness.** Employers' Forum of Indiana. Indianapolis, Indiana. April 2012.
- **2011**
  - **Developing a Collaborative Drug Therapy Management Pharmacy Service: Getting Started.** Program Chair and facilitator for 7.5 hours of CE. Keynote Speaker presentation titles, *Clinical Pharmacy Services in the Realm of Accountable Care Organizations and Patient Centered Medical Home and From Clinical Idea to Business Plan.* Indiana Pharmacist Association. Indianapolis, Indiana. October 2011.
  - **The Future of Pharmacy.** Invited panelist at Purdue University College of Pharmacy Advisory Board Annual Meeting. West Lafayette, Indiana. October 2011.

- **Beacon Value-Based Insurance Update.** Employers Forum of Indiana All Stakeholders Conference. Indianapolis, Indiana. September 2011.
- **Beacon Value-Based Insurance Update.** Forum of Indiana All Stakeholders Conference. Indianapolis, Indiana. May 2011.
- **2010**
  - **Update on Electronic-Prescribing in Indiana.** Round Table Discussion Presentation. Indiana Pharmacists Alliance annual meeting Indianapolis, Indiana. September 2010.
- **2009**
  - **Indiana Electronic-Prescribing Initiative.** Pfizer sales staff and management. Indianapolis, Greenwood and Anderson, Indiana. July 2009.
  - **Indiana Electronic-Prescribing Initiative.** Indiana University benefits staff and community stakeholders. Bloomington, Indiana. May 2009.
  - **Indiana Electronic-Prescribing Initiative.** Chrysler benefits staff and community stakeholders. Kokomo, Indiana. March 2009.
  - **Indiana Electronic-Prescribing Initiative.** Indiana Pharmacists Alliance Annual Meeting. Fort Wayne, Indiana. April 2009.
  - **Indiana Electronic-Prescribing Initiative.** Electronic medical record physician department at Eli Lilly Inc. Indianapolis, Indiana. March 2009.
  - **Indiana Electronic-Prescribing Initiative.** West Lafayette Employers' Healthcare Forum. Lafayette, Indiana. February 2009.
  - **Indiana Electronic-Prescribing Initiative.** Medication Safety Partnership of Indiana. Indianapolis, Indiana. February 2009.
- **2008**
  - **Indiana Electronic-Prescribing Initiative.** Community Pharmacists of Indiana Board Meeting. Indianapolis, Indiana. December 2008.
  - **Indiana Electronic-Prescribing Initiative.** Medication Safety Partnership of Indiana. Indianapolis, Indiana. October 2008.

## **SERVICE ENGAGEMENT**

- National Alliance of Healthcare Purchaser Coalitions; Washington D.C.
  - Member, Board of Governors, 2019-Concurrent
  - Chair, Hospital Price Transparency Task Force, 2019-2021
  - Member, Committee of High Drug Costs, 2018-2019
- Hoosiers for Affordable Healthcare; Indianapolis, Indiana
  - Vice Chair, Board of Directors, 2020-Concurrent
- Walnut Creek Woods Homeowners Association; Carmel, Indiana
  - Secretary, 2021-2022

- Member, 2017-2020
- RAND Corporation, Publication Reviewer, 2020
- Purdue College of Pharmacy; West Lafayette, Indiana
  - Chair, Admissions Committee, 2019-2020
  - Member, Admissions Committee, 2018-2019
  - Member, Assessment of Tobacco Free Campus Initiative, Purdue University, 2016-2017
  - Member, Evaluation of Teaching Committee, Purdue College of Pharmacy, 2016-2017
  - Member, Portfolio Committee, 2014-2015
  - Chair, Department of Pharmacy Practice search committee, 2013-2014
  - Member, Readmissions Committee, 2013-2014
  - Director, School Health Coach initiative: a novel medical neighborhood model utilizing health professional students to expand healthcare services provided to vulnerable pediatric populations from the vantage point of high school-based nurse clinics. Key partners are Indiana Medicaid Managed Care Entity, MDwise; Indianapolis Public Schools system; and Learning Well, 2011-2013
  - Member, Curriculum Subcommittee for health policy course development, 2012
  - Board Member, Indiana Medication Management Partnership (development of a State-wide clinical pharmacist network), 2011-2012
- Institute for Clinical and Economic Review; Boston, Massachusetts
  - Member, Midwest Advisory Board, 2017-2020
- Alliance for Healthier Indiana; Indianapolis, Indiana
  - Member, 2018-2019
- Indiana State Senator Ron Grooms and State Representative Steve Davisson; Indianapolis, Indiana
  - Legislative Health Policy Advisor, 2011-2018
- Indiana Pharmacist Association; Indianapolis, Indiana
  - Chair, State Health Commissioner Immunization and Tobacco Development Committee, 2018
  - Chair, Legislative and Regulatory Affairs, 2009-2018
  - Board Member-at-Large, Indiana Society of Health-System Pharmacists, 2016-2017
  - Member, Council on Practice Advancement, 2015
- Indiana Board of Pharmacy; Indianapolis, Indiana
  - Member, Medication Therapy Management Rules Committee, 2017-2018
- American Lung Association; Indianapolis, Indiana
  - Member, Women's Lung Force Cabinet, 2017



- American Society of Health-System Pharmacists (ASHP); Washington D.C.
  - Member, Editorial Advisory Board, American Journal of Health-System Pharmacists 2015-2018
  - Manuscript Reviewer, *American Journal of Health-System Pharmacists*. 2006-2009, 2016-2018
  - Chair, Council of Public Policy, 2016-2017
  - Member, Executive Committee, 2009-2017
  - Member, Ambulatory Care Track Planning Committee, 2015 and 2017
  - Vice Chair, Council of Public Policy, 2015-2016
  - Member, National Provider Status Advisory Committee, 2014-2016
  - Member, Council of Public Policy, 2014-2015
  - Member, Ambulatory Care Conference and Summit Planning Committee, 2014
  - Member, Foundation Ambulatory Care Pharmacy Practice Model Initiative Assessment Expert Panel, 2014-2015
  - Member, Council of Public Policy, 2014
  - Member, Indiana Society of Health-System Pharmacists (ASHP state affiliate), Reimbursement Task Force committee, 2014
  - Member, Inaugural Ambulatory Care Conference & Summit Planning Committee, 2014
  - Section Advisory Group of Ambulatory Care Practitioners
    - Director-at-Large, 2012-2014
    - Director-at-Large Elect, 2011-2012
    - Chair of Clinical Business Development, 2009-2011
    - Vice Chair of Clinical Business Development section, 2008-2009
    - Member of Clinical Business Development, 2007-2008
  - Co-Chair, Ambulatory Care Pharmacy Practice Model Initiative Advisory, 2013-2014
  - Reviewer, PharmPrep: Interactive case-based board review, 3rd edition, 2007
  
- LHD Population Health Management Advisory; Indianapolis, Indiana
  - Board Member, 2014-2016
  
- Jump IN (multi-stakeholder organization with aim to reduce pediatric obesity in Indiana), Indianapolis, Indiana
  - Chair, Employer Committee, 2014-2015
  
- American Pharmacists Association; Washington D.C.
  - Member, Building Business Case for Pharmacist Integration Expert Panel, 2014
  
- Employers' Forum of Indiana; Indianapolis, Indiana
  - Chair, Team-Based Care Task Force, 2014
  
- Indiana legislative summer study session committee; Indianapolis, Indiana
  - Member, INSPECT (Indiana's Prescription Drug Monitoring Program) Improvement, 2014

- Tobacco Free Pharmacy initiative; Indianapolis, Indiana
  - Chair, state coalition of Indiana Pharmacist Association, Indiana University Simon Cancer Center, Indiana State Department of Health, Franciscan Alliance, and Purdue University, 2012-2014
- Joint Commission of Pharmacy Practitioners; Washington D.C.
  - Member, national strategic planning meeting comprised on 11 national pharmacy associations' CEO's, President's, and other administrators, 2013
- Chronic Care Management Coalition; Indianapolis, Indiana
  - Chair, state collaboration between Indiana University Hospital, Methodist Hospital, and Wishard Hospital pharmacy administrators, 2009
- Pharmacy Services Technical Advisory Coalition; Washington D.C.
  - Member, national committee representing American College of Clinical Pharmacy, 2009 - 2010
- Indiana Health Informatics Corporation; Indianapolis, Indiana
  - Member, national Medication List Workgroup Committee, 2009
- Indiana Healthcare Reform Quality subcommittee (appointed by Indiana Governor), Indianapolis, Indiana
  - Member, 2007
- American College of Clinical Pharmacy; Washington D.C.
  - *Pharmacotherapy* (Journal of the American College of Clinical Pharmacy), Manuscript reviewer, 1998 - 2006
  - Member, Task Force on Communicating the Value of Clinical Pharmacy Services, 2000-2002
  - Member, Task Force on Compensation for Clinical Pharmacy Services, 1999
- Mother of Twins Club; Indianapolis, Indiana
  - Program Chair, Charter Chapter. Indianapolis, Indiana. 2004-2005
- Texas Department of Health/Texas Diabetes Council Health Professions Subcommittee, San Antonio, Texas
  - Chair, Hyperlipidemia Treatment Algorithm Development, 2001-2002.
  - Member, Hypertension, Exercise, and Nutrition Management Algorithm Development, 2001-2002
- Scott & White Health Plan; Temple, Texas
  - Member, Diabetes Management Team, 2001-2002

- American Association of Diabetes Educators, Texas Bluebonnet Chapter; San Antonio, Texas
  - Chair, Legislative Affairs, 2000-2002
- Veterans Affairs VISN 12; Chicago, Illinois
  - Chair, Pharmacy Communication Group, 1999

## **PUBLISHED WORKS**

### *Refereed Journal Articles*

- Whaley, C., **Sachdev, G.**, Bartlett, M., Bai, G. It's Time for Employers to Bring Health Care Decisions In-House. *Health Affairs Forefront*. Sep 22, 2022. <https://www.healthaffairs.org/content/forefront/s-time-employers-bring-health-care-decisions-in-house>.
- **Sachdev, G.**, Klithermes, M., Vernon, V., Leal, S., Crabtree, G. Current Status of Prescriptive Authority by Pharmacists in the United States *J Am Coll Clin Pharm*. April 26, 2020, 3: 807-817. <https://accpjournals.onlinelibrary.wiley.com/doi/abs/10.1002/jac5.1245>
- **Sachdev, G.** White, C. Bai, G. Self-Insured Employers Are Using Price Transparency to Improve Contracting with Health Care Providers: The Indiana Experience. *Health Affairs Forefront*. Oct 7, 2019. <https://www.healthaffairs.org/content/forefront/self-insured-employers-using-price-transparency-improve-contracting-health-care>.
- **Sachdev, G.** Ambulatory care pharmacist services: the value proposition. *Am J Health-Syst Pharm*. 2018; 75:1688-9.
- Weber, ZA.; Skelley, J; **Sachdev, G.** et al. Integration of pharmacists into team-based ambulatory care practiced models. *Am J Health Syst Pharm*. May 1, 2015, 72:745-751.
- **Sachdev, G.** Sustainable Business Models: Systematic Approach toward Successful Ambulatory Care Pharmacy Practice. *Am J Health Syst Pharm*. August 15, 2014. 71:1366-1374. Invited publication.
- **Sachdev, Gloria.** "Billing for Pharmacists' Services Provided to Ambulatory Care Patients". *Am J Health Syst Pharm*. January 15, 2012; 69:105.
- Dyer N, **Sachdev GP.** Treating Diabetes/Foot Pain. *Drug Topics*. Jul 26, 2004;148.
- Snella KA, **Sachdev GP.** A Primer for Developing Pharmacist-Managed Clinics in the Outpatient Setting. *Pharmacotherapy*. 2003 Sep;23(9):1153-66.
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## Book

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- Private Plans Pay Hospital Prices 241% Higher Than Medicare, RAND Finds. **American Journal of Managed Care-In Focus Blog**. May 9, 2019. Accessed June 2, 2019, at <https://www.ajmc.com/focus-of-the-week/private-plans-pay-hospital-prices-241-higher-than-medicare-rand-finds>
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- Gloria Sachdev On Hospital-Level Price Transparency. **Catalyst for Payment Reform-Listening In (With Permission)**. April 30, 2019. Accessed June 2, 2019, at <https://www.catalyze.org/gloria-sachdev-hospital-price-transparency-study/>
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- **2014**
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  - Novel Missouri MTM Program Benefits Patients, Pharmacists. *ASHP Intersections*. July 17, 2013. Accessed June 10, 2014, at <http://www.ashpintersections.org/2013/07/novel-missouri-mtm-program-benefits-patients-pharmacists/>
  - Innovations in Reimbursement: Pharmacists Branching Out into New Models of Care. *ASHP Intersections*. September 6, 2012. Accessed Jan 3, 2013, at <http://www.ashpintersections.org/2012/09/innovations-in-reimbursement/>
- **2011**
  - Beacon Communities call Pharmacists to Advance Health IT. American Pharmacists Association *Pharmacy Today*. February 2011. pp 51-53.
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  - CA Thompson. Collaborative Practice comes to New York, expands to Indiana. *Am J of Health-Sys Pharm* 68(14): 1278, 1288, July 15, 2011.
  - Enacting Collaborative Drug Therapy Management Legislation Bumps along the Road, Success at the End. *ASHP Intersections*. September 23, 2011.
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- **2010**



- State Perspectives: Leveraging Electronic Prescribing to Improve Healthcare Quality and Outcomes – Indiana. Feb 2010, **Surescripts** website accessed December 31, 2011, at [www.surescripts.com/media/301479/indiana.pdf](http://www.surescripts.com/media/301479/indiana.pdf)

## TEACHING EXPERIENCE:

**2005 to 2021**

**Purdue College of Pharmacy**  
West Lafayette, Indiana

### *Didactic Teaching:*

- **Course Director, Health Policy Applications.** Founded and taught 16 hours in a 1.0 credit hour core course, PHRM 870, for third professional year pharmacy students. I lectured on 15 current policy topics, placed students into 30 teams (pro and con for each policy topic), and required teams to present in the format of a mock hearing in the Senate health committee. 2016-2020.
- **Billing for Professional Pharmacist Services.** Lecture for third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869. 2007-2020.
- **Collaborative Drug Therapy Management.** Lecture for third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869. 2009-2020.
- **Facilitating live group business plan presentations.** Third professional year pharmacy students in Practice Management and Marketing of Professional Services, PHRM 869. 2009-2020.
- **Public Health Policy and Public Health Institutions/Organizations.** Lecture for first professional year pharmacy students in Public Health, PHRM 827. 2014-2020.
- **Tobacco Cessation Lab,** facilitated sessions for second professional year pharmacy students, PHRM 402. 2013-2020.
- **Tobacco Cessation Lab,** facilitated sessions for first professional year pharmacy students, PHRM 821. 2013-2020.
- **Conducting a Needs Assessment: The First Step to Sustainability.** Lecture for second professional year pharmacy students in Population Health Management, PHRM 849. 2013-2015.
- **How to Develop Business Proposals and Business Plans.** Lecture for third professional year pharmacy students in Business Marketing and Management, PHRM 863. 2008-2012.
- **Marketing and Management, PHRM 863.** Course Director. 2010.

### *Experiential Teaching:*

- **Policy Update.** American Pharmacists Association-Academy of Student Pharmacists. Purdue University, West Lafayette, Indiana. October 3, 2016-2022.
- **Preceptor for a Policy and Legislation clerkship rotation.** I developed this new rotation elective in 2010. Fourth year professional pharmacy students spend one month with the Indiana Pharmacists Alliance (IPA) executive director, IPA lobbyist, and State Senators/Representatives at the Indiana State House. 2010-2020.
- **Preceptor for the Indiana State Employee Personnel Department** patient counseling day. I developed this new opportunity for fourth professional year pharmacy students to spend an entire day counseling state employees at an annual health fair. 2013-2016.
- **Preceptor for the School Health Coach elective clerkship rotation.** In 2013, I developed and served as the preceptor for a new interdisciplinary rotation to include Purdue fourth-year professional pharmacy students, Purdue pediatric nurse practitioner students, and Indiana University masters social work students. Students established chronic disease and wellness education services in nurse

practitioner clinics located within 3 high schools affiliated with Indiana Public Schools. We coordinated care with 17 community providers. I developed this unique service in partnership with the Indiana Public School Wellness Director. 2012-2013.

- **Preceptor for Ambulatory Care clerkship rotation.** In 2022, I developed the first primary care clinical services at Eskenazi Health, which serves as the County hospital for Indianapolis. At this practice site, I served as preceptor for fourth-year students on the ambulatory care clerkship rotation. 2006-2008.

## **POSTER PRESENTATIONS**

- R. Seymour, J. Heffren, B. Dunaway, A. Satterblom, B. Wilder; **G. Sachdev.** “Patient Centered Medical Neighborhood: Extending the Reach of Primary Care Physicians into School Based Health Clinics in Urban High Schools Using School Health Coaches”. American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2012.
- S. Chen, C. Koh-Knox, A. Chen, **G. Sachdev.** “Physicians’ Attitudes towards collaboration with health care professionals in Indiana”. American Society of Health System Pharmacists Midyear Clinical Meeting. New Orleans, Louisiana. December 2011.
- M. Kiersma, K. Plake, and **G. Sachdev.** “Assessment of Pharmacist Confidence in Patient Counseling Upon Completion of a Continuing Education Program.” American Pharmacists Association Annual Meeting. San Antonio, Texas. April 2009.
- D. Cruse, A. Logan, **G. Sachdev.** Survey of Outpatient Clinical Pharmacy Services in Indiana. American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.
- Wleklinski, **G. Sachdev.** A Financially Sustainable Model for Primary Care Clinical Pharmacy Services in a Physician-Directed Clinic. Poster presentation at American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.
- J. Bailey, K. Ringwald, M. Alsaraf, **G. Sachdev.** Electronic-Prescribing: The Pharmacists’ Perspective. Poster presentation at American Society of Health System Pharmacists Midyear Clinical Meeting. Las Vegas, Nevada. December 2009.
- **G. Sachdev.** “Evaluation of Major Hemorrhagic and Thromboembolic Complications in Nursing Home Patients”. The American Society of Health-System Pharmacy Midyear Clinical Meeting and Exhibits. New Orleans, Louisiana. December 2001.
- **G. Sachdev.** “Implementing a Pharmacist-Managed Diabetes Clinic”. Poster presentation at the American College of Clinical Pharmacy. Salt Lake City, Utah. April 2001.



- **G. Sachdev.** “Implementing a Pharmacist-Managed Diabetes Clinic”. The American Society of Health-System Pharmacy Midyear Clinical Meeting and Exhibits. Las Vegas, Nevada. December 2000.
- **G. Sachdev.** “Evaluation of the Major Hemorrhagic and Thromboembolic Complications in Patients Followed in a Pharmacist-Managed Anticoagulation Clinic”. The American Society of Health-System Pharmacists Midyear Clinical Meeting and Exhibits. Las Vegas, Nevada. December 2000.
- **G. Sachdev.** “Establishment of a Medication Management Service within a Multidisciplinary General Medicine Clinic”. The American Society of Health-System Pharmacists Midyear Clinical Meeting and Exhibits. New Orleans, Louisiana. December 1996.

### **NATIONAL AND STATE ORGANIZATION CONSULTING ENGAGEMENT**

**Organizations which I assisted in developing financially sustainable ambulatory care clinical pharmacist services (for which I was financially compensated under GPS Consulting):**

- **Indiana University Health, Indiana, 2018**  
IU Simon Cancer Center on a research project titled: NCI Cancer Moonshot—provided recommendations for billing opportunities to financially sustain offering tobacco cessation services to patients with cancer.
- **WeStat Inc., Maryland, 2017**  
Served as a consultant to Westat, a research organization which was awarded a subcontract by the Center for Medicare and Medicaid Services Innovation Center to evaluate the Enhanced Medication Therapy Management model. Dr. Sachdev assists with the identification and selection of industry experts that Westat interviews, advises on and reviews primary data collection instruments, consults on the analysis of qualitative information, and provides general information about MTM as needed.
- **University of Hawaii College of Pharmacy, Hawaii, 2016**  
Served as a consultant to the Director of Continuing Education and Strategic Planning. Visited six practice sites on the Big Island and Maui to advise College faculty, community pharmacists, and physicians on strategies to develop financially sustainable pharmacist services. Some services are successfully receiving payment for services.
- **Ferris State University College of Pharmacy, Michigan, 2016**  
Served as a consultant to the Dean and Assistant Dean of Pharmacy Practice. Provided a faculty seminar on billing for professional pharmacy services. Along with administration, met with and formally assessed individual opportunities for ambulatory care practice faculty to begin billing for pharmacist services. Some services are successfully receiving payment for services.
- **Columbus Regional Hospital, Indiana, 2016**  
Served as a consultant to the Director of Pharmacy. Wrote a five-year business plan to create a profitable pharmacist-managed anticoagulation clinic. Advised on all aspects of service development. Successfully receiving payment for services.

- **American Pharmacists Association, Washington D.C., 2015**  
Served as a consultant to the Vice President of Professional Affairs. Reviewed and provided comment on a proposed APhA white paper on billing for ambulatory care pharmacist services.
- **Virginia Commonwealth University College of Pharmacy, Virginia, 2015**  
Served as a consultant to the Vice Chair of Clinical Services. Met with and informally assessed individual opportunities for ambulatory care practice faculty to begin billing for professional pharmacist services.
- **University of California San Diego Health System, California, 2014**  
Served as a consultant the Pharmacist-in-Chief and Associate Dean of Clinical Affairs at Skaggs School of Pharmacy. Along with administration and faculty from University of California at San Francisco, Dr. Sachdev met with and formally assessed individual opportunities for ambulatory care pharmacists to begin billing for professional pharmacist services in 9 clinics. All services are successfully receiving payment.
- **Northeast Ohio Medical University College of Pharmacy, Ohio, 2013-2014**  
Served as a consultant to the Dean. Developed a formal business plan to include 7 lines of business of advanced ambulatory care pharmacist services in which faculty, residents, and students would provide care. This resulted in approval of \$1 million start-up funds from the University to develop this innovative program.
- **Parkview Hospital, Indiana 2014**  
Served as a consultant to the Chief Compliance Officer. Formally advised her and educated the pharmacists who managed their anticoagulation clinic regarding Medicare rules and regulations regarding incident to physician billing. Service is successfully receiving payment for services.
- **American Society of Health-System Pharmacists, Maryland, 2013-2014**  
Served as a consultant to the Director of Educational Programing to assist in developing the Inaugural Ambulatory Care Conference and Summit.
- **Cummins, Inc., Indiana, 2013-2014**  
Served as a consultant to the U.S. Director of Benefits to develop the concept, position description, and selection of the first pharmacist-managed onsite employer service to be paid by one of the 3 largest pharmacy benefits managers in the country.
- **Bloomington Hospital, Indiana, 2014**  
Served as a consultant to the Director of Pharmacy. Advised on how to optimize pharmacist services to support transitions of care service.
- **Indiana Family Social Services Administration, Health Information Technology, Indiana, 2013**  
Served as a consultant to the Director of Health Strategies and Technology. Provided support for approximately 80 data programmers who were individually challenged to develop computer software which could provide an active medication list.
- **St. Louis College of Pharmacy, Missouri, 2013**

Served as a consultant to the President. Provided a faculty seminar on billing for professional pharmacy services. Then met with and formally assessed individual opportunities for ambulatory care pharmacists to begin billing for professional pharmacist services.

- **Indiana Health Information Exchange, Indiana, 2009-2013**  
Served as a consultant to the President and CEO who received a \$16 million award from the CMS Innovation Center. I managed three projects, namely determining which diabetes model of care (of which one was a pharmacist-managed group) produces a positive return-on-investment, active medication list to follow the patient in any practice setting, and value-based insurance design.
- **Center for Medicare and Medicaid Services Innovation Center, Washington D.C., 2012**  
Served in a consulting capacity to be the conference program coordinator for all pharmacy related presentations associated with the 17 Beacon community awards provided across the country. Beacon awards per provided by the CMS Innovation Center.
- **VHA in Michigan, Ohio and Indiana, 2012**  
Served as a consultant to the Director for Pharmacy and Performance Improvement Central Region and Pacific Northwest. Provided presentations on developing financially sustainable ambulatory care pharmacist services. Offered extended time for questions and discussion. Attendees represent 35 hospital directors of pharmacy across the country along with their clinical administrators.
- **Employers' Forum of Indiana/Healthcare Options Inc., Indiana, 2009-2012**  
Served as a consultant to the President and CEO. Chaired a successful state-wide electronic prescribing initiative which resulted in Indiana being #33 in the country to #9 in 18 months regarding the volume of electronic prescripts processed. Also, presented on management of diabetes and tobacco cessation to an esteemed group of 60 healthcare leaders in the state to include employers, health plan, providers, and other interested parties.
- **American Pharmacists Association Foundation, Washington D.C., 2011**  
Served as a consultant to the Senior Vice President for Research and Innovation. Advised on sustainability strategy for implementation of national diabetes study.
- **Community Health Network, Indiana, 2010-2011**  
Served as a consultant to the Director of Pharmacy. Supported ambulatory care clinical pharmacists to develop collaborative practice agreements and worked with her compliance officer and billing staff to permit billing for pharmacist services. Service successfully received payment for services and has substantially expanded to now having over 30 FTE ambulatory care pharmacists.
- **Indiana University Health, Indiana, 2010-2011**  
Served as a consultant to the Clinical Pharmacy Coordinator. Supported development of ambulatory care pharmacist collaborative practice agreements and worked with her compliance officer and billing staff to permit billing for pharmacist services. Services are successfully receiving payment and have expanded to now have 25 FTE ambulatory care pharmacists.
- **Indiana Pharmacists Alliance, Indiana, 2011**  
Served as a consultant to the Executive Director. Served as a program coordinator for a workshop to educate pharmacists across the state how to develop collaborative practice agreements per a recent Indiana law, which Dr. Sachdev led the development of, and went into effect in 2011.

- **Hawaii College of Pharmacy, Hawaii, 2011**  
Served as a consultant to the Director of Continuing Education and Strategic Planning. Provided a faculty seminar and advised individual faculty who had ambulatory care practice sites on opportunities to bill for their services.
- **LHD Benefits LLC, Indiana, 2011**  
Served as a consultant to the principle of an employer benefits consultant which services over 200 Indiana employers. Formally advised on evidence-based population health strategies. This resulted in purchase of a database and hiring of a population health director. Based on this engagement, they began providing evidence-based recommendations to assist employers in managing their populations more effectively.
- **University of Toledo College of Pharmacy, Ohio, 2009**  
Served as a consultant to the Department Head of Pharmacy Practice. Provided a faculty seminar on billing for professional pharmacy services. Then met with and formally assessed individual opportunities for ambulatory care pharmacist faculty to begin billing for professional pharmacist services. Services are successfully receiving payment.
- **Pfizer, Indiana, 2009**  
Served as a consultant to a regional client representative. Educated approximately 200 Pfizer consultants nationally on the emerging impact of electronic prescribing.
- **Walgreens, Illinois and Florida, 2009**  
Served as a consultant to the Corporate Director of Clinical Services. Along with a colleague at Purdue College of Pharmacy, we developed a train-the-trainer program for community pharmacists to provider medication therapy management services. Trained over 100 pharmacists at their pilot location in Orlando, Florida.

**Organizations which I assisted in developing financially sustainable ambulatory care clinical pharmacist services (for which I was NOT financially compensated):**

- Franciscan Alliance, Indiana, 2018
- Riverview Hospital, Indiana 2014, 2018
- University of Pittsburg Medical Center, Pennsylvania, 2017
- Dearborn County Hospital, Indiana, 2017
- Deaconess Hospital, Indiana, 2015, 2016, 2017
- Riverside Health System, Virginia, 2016
- University of Charleston School of Pharmacy, West Virginia, 2016
- Utah Navajo Health System Inc, Utah, 2016
- KentuckyOne Health, Kentucky, 2016
- Indiana University-Arnett, Indiana, 2016
- University of Tennessee, Tennessee, 2016
- Essentia Health, Michigan, 2016

- Regional Health, South Dakota, 2016
- University of New Mexico College of Pharmacy, New Mexico, 2015
- Cardinal Health, Illinois, 2015
- Beaumont Family Medicine Center, Michigan, 2015
- Notre Dame of Maryland University, Maryland, 2015
- St. Thomas Medical Center Partners Family Health Center-West, Tennessee, 2015
- University of Toledo, Ohio, 2015
- Boston Medical Center, Massachusetts, 2015
- University of Florida Health, Florida, 2015
- Praetorian Rx LLC, Florida, 2015
- Texas Tech University Health Sciences Center School of Pharmacy, Texas, 2014
- Campbell University College of Pharmacy and Health Sciences, North Carolina, 2014
- Eskenazi Health, Indiana, 2014
- Virginia Commonwealth University, Virginia, 2014
- Southern Illinois University Edwardsville, Illinois, 2014
- OSF Saint Francis Medical Center, Illinois, 2014
- South Carolina College of Pharmacy, South Carolina, 2014
- University of Michigan College of Pharmacy, 2014
- HealthSpan, Ohio, 2014
- Cerephex Corporation, Indiana, 2014
- GoldStar Pharmacy, Texas, 2014
- Edumedics, Kentucky, 2014
- Martin Health System, Florida, 2014
- University Medical Center of Southern Nevada, Nevada, 2014
- Canton-Potsdam Hospital, New York, 2014
- Spartanburg Regional Health System, South Carolina, 2014
- Bluffton Regional Medical Center, Indiana, 2014
- Greenville Health System, South Carolina, 2014
- Memorial Hermann Health System, Texas, 2014
- Fort Wayne Community Pharmacy, Indiana, 2014
- University of Illinois at Chicago College of Pharmacy, Illinois, 2013, 2014
- University of California Davis, California, 2013
- New York Council for Health-System Pharmacists, New York, 2013
- Chain Drug Consortium LLC, New Jersey, 2013
- New Jersey Pharmacist Association, New Jersey, 2013
- Tampa General Hospital, Florida, 2013
- Mathes Pharmacy, Indiana, 2013
- Red Cross Pharmacy Inc., Missouri, 2013
- University of Cincinnati College of Pharmacy, 2013
- Floyd Memorial Hospital, Indiana, 2013
- Maine Medical Center, Maine, 2013
- Lake Erie College of Osteopathic Medicine School of Pharmacy, Pennsylvania, 2013

- East Alabama Medical Center, Alabama, 2013
- Medi Center Pharmacy, Indiana, 2013
- St. Vincent Health, Indiana, 2013
- University of Arkansas for Medical Sciences, Arkansas, 2013
- Tallahassee Memorial Healthcare, Florida, 2013
- Fagen Pharmacy, Indiana, 2013
- Williams Brothers Pharmacy, Indiana, 2013
- University of Texas at Austin College of Pharmacy, Texas, 2012
- Providence Medical Group, Oregon, 2012
- Schneck Medical Center, Indiana, 2012
- St. Mary's Warrick Hospital, Indiana, 2012
- University of Charleston School of Pharmacy, West Virginia, 2012

## **CERTIFICATIONS**

**June 2008 – 2018**

### **Certified Immunizer**

American Pharmacists Association National  
Certificate Training Program for Pharmacy-Based  
Immunization Delivery

**October 1999 – October 2004**

### **Certified Diabetes Educator (CDE)**

The National Certification Board for Diabetes  
Educators

**May 1998**

### **Tobacco Cessation Counselor Certificate**

Mayo Clinic  
Rochester, MN.

## **LICENSE/CERTIFICATION NUMBERS**

- Pharmacy License Number (inactive), Indiana 26021087A
- Pharmacy License Number (inactive), Oklahoma 12044
- Pharmacy License Number (inactive), Texas 39506
- Certified Diabetes Educator (inactive), certification number 0992-0618
- Certified Immunizer, certification number 202-0014