

All-Stakeholder Meeting

September 10, 2025

Time: 12:00 – 3:00pm ET

*For questions or comments please contact Sara Otte at sara@employersforumindiana.org

Agenda:

I. Networking Lunch

II. Welcome and Introductions

III. Current State of Drug Affordability in the U.S.

Antonio Ciaccia
President, 3 Axis Advisors

IV. Break

V. How Employers Can Leverage Fiduciary Obligations and Mitigate Risk

Karen Handorf, J.D.
Professor of the Practice, Center on Health Insurance Reforms (CHIR) at Georgetown University

VI. Employer Strategies For Addressing Drug Affordability & Working With Brokers and Consultants

Jessica Brooks – Woods, M.P.M, P.H.R
CEO, National Association of Benefits and Insurance Professionals (NABIP)

Randa Deaton, M.A.
President and CEO, Employers' Forum of Indiana

VII. Conclusion

Speaker Biographies

Jessica Brooks – Woods, M.P.M, P.H.R

Jessica Brooks-Woods is a nationally respected healthcare executive, strategist, and equity advocate with over 20 years of experience advancing employer-led healthcare transformation. As CEO of NABIP, she leads national efforts to elevate the role of benefits consultants and brokers as essential system navigators in value-based purchasing, regulatory reform, and equitable access to care.

Previously, Jessica served as President & CEO of the Pittsburgh Business Group on Health (PBGH), where she helped employers save more than \$225 million in pharmacy costs, launched employer-driven data collaboratives, and created sustainable revenue models rooted in value alignment. She is also co-author of *Race Forward: An Employer's Guide to Health Equity*, a nationally recognized resource for employers seeking to embed equity into benefit design and purchasing decisions.

Jessica believes consultants play a vital role in helping employers shift from reactive cost control to proactive value creation—through transparent advising, outcomes-focused contracting, and strategic alignment with workforce and community needs.

A graduate of Carnegie Mellon University's Heinz College, Jessica was honored as a 2024 recipient of its Outstanding Recent Alumni Award. She has also been named Most Influential Industry Personality by the You Powered Symposium and is a trusted voice for employers seeking bold, measurable change.

Antonio Ciaccia

Born and raised in the world of pharmacy, Antonio Ciaccia has been crawling around pharmacies his entire life, eventually heading up government affairs for the Ohio Pharmacists Association, where his data analytics work helped lead state officials to audit and uncover \$244 million in hidden prescription drug overcharges in the state Medicaid managed care program.

After years of studying the pharmacy marketplace, Antonio became increasingly perplexed and concerned as he saw drug costs spiking while payouts to pharmacies were declining and more drugs were being excluded from plan coverage. Knowing something was being lost somewhere in the middle of an ever-growing transaction, Antonio has spent years working to crack the drug pricing code and unlock a great value proposition for public spending on medicines.

Today, he serves as the President of 3 Axis Advisors, a consulting firm that works with fraud investigators, state attorneys general, provider groups, research firms, technology companies, law firms, investment analysts, employers, government agencies, benefit consultants, and health plans to diagnose and eliminate inefficiencies and inappropriate incentives in the prescription drug supply chain. He is also the CEO and co-founder of 46brooklyn Research, a nonprofit organization dedicated to improving the transparency and accessibility of drug pricing data for the American public.

Karen Handorf, J.D.

Karen L. Handorf, J.D. is a Full Professor of the Practice at the Center on Health Insurance Reforms (CHIR) at Georgetown University's McCourt School of Public Policy. At CHIR, Karen's work focuses on the application of ERISA to employer sponsored health insurance, including fiduciary status of service providers, application of ERISA's fiduciary standards to health plan fiduciaries, cost containment, service provider claims payment, service provider fee transparency, and plan participant protections.

From 1982 until 2007, she worked for the U.S. Department of Labor (DOL), providing ERISA litigation and counseling support to the Employee Benefit Security Administration (EBSA). In 2007, she entered private practice where, among other things, she represented health plan participants and fiduciaries in litigation challenging the fiduciary status of third-party administrators ("TPAs") and TPA practices relating to plan claims data access, undisclosed fees, cross-plan offsetting, claims adjudication and mental health parity. Ms. Handorf also advised employers and other plan sponsors on their ERISA fiduciary duties with respect to their administrative service agreements and ongoing duty to monitor their service providers.

Ms. Handorf has testified before the U.S. House of Representatives Committee on Education & the Workforce, Subcommittee on Health, Employment, Labor and Pensions on "ERISA's 50th Anniversary: The Path to Higher Quality, Lower Cost Health Care." She has also testified before the DOL ERISA Advisory Council on the impact of TPA practices on health insurance claims.

Ms. Handorf received her J.D. from the University of Wisconsin at Madison and her undergraduate degree from the University of Wisconsin – River Falls.