

## **Ron Howrigan**

*President, CEO*

Ron Howrigan is President and CEO of Fulcrum Strategies. Ron has 18 years of experience in the Managed Care Industry as a Negotiator and Network Manager. He has held Senior Management level positions with three of the largest Managed Care Companies in the country, including Kaiser Permanente, CIGNA HealthCare and BlueCross BlueShield. His experience with these organizations covered the North East, Mid-Atlantic, and Western areas of the country.

Ron began his career with Kaiser Permanente in North Carolina as the Director of Community Medical Services. During the late 80's, with Kaiser, Ron was at the forefront of Managed Care Innovation and negotiated a large number of single specialty capitation contracts; he also developed a Hospital capitation model. After leaving Kaiser, Ron joined CIGNA HealthCare. He was a key component in the effort that turned a small unprofitable plan in Utah, into a profitable venture for CIGNA.

During this time, he helped test a new provider profiling system and used it to develop a variable compensation system that included Quality, Cost Effectiveness, and Patient Satisfaction results as part of the model. From Utah, Ron was transferred to CIGNA's Lovelace Health Plan in New Mexico as Vice President and Executive Director of the HealthPlan. During his tenure in New Mexico, he finished building a statewide provider network, in addition to developing and managing a new and successful managed Medicaid product for Lovelace. At the time of his departure, the Lovelace Health Plan was profitable and growing.

After New Mexico, CIGNA transferred Ron to North Carolina to fill the position of Vice President of Network Management. The North Carolina Health Plan was CIGNA's largest commercial HMO and covered almost 1 million members. Again, Ron was a key member of a team that turned a health plan around and made it a profitable and growing health plan in just 2 years. By the time he decided to leave CIGNA, Ron was responsible for the Networks and Contracting in North Carolina, South Carolina, Tennessee, Kentucky and Arkansas. Finally, Ron concluded his Managed Care career as the Vice President of Provider Contracting for Capital Blue Cross in Pennsylvania.

Ron has held a number of board level positions. He is the past President of the Board of Directors for the North Carolina Association of Health Plans, as well as a past member of the Lovelace Health Systems Board of Directors, and the Utah Visiting Nurses Association Board of Directors.

Ron earned a Masters in Economics from North Carolina State University, where he focused in the area of Health Economics with a minor in Statistics. He also earned a Bachelor's degree in Business Administration from Western Michigan University.