

# Raymond Fabius MD, FAAP, DFACPE

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## Profile

Physician executive with medical and business leadership experience in an extraordinary variety of healthcare management areas including strategy, operations, network development and oversight, patient management, quality management, disease management, national accounts, occupational medicine, emergency preparedness, worker productivity, wellness and health promotion, travel medicine, web-based health content delivery and data warehousing and analytics. Charismatic and visionary with excellent organizational skills and a record of accomplishments built on an ability to create relationships, produce results and generate bottom line growth. Processes excellent interpersonal communication skills with a proven ability to captivate audiences as well as publish articles, book chapters and textbooks. Demonstrated ability to work and manage the most sophisticated clients such as the Fortune 100 and international consulting houses. Raymond J. Fabius is a physician executive who has served in academics, private practice, managed care, the health insurance industry, e-health, corporate health, workplace health, the pharmaceutical industry and health informatics and analytics.

## Education

**MEDICAL MANAGEMENT BOARD CERTIFICATION | 1993 | AMERICAN COLLEGE OF PHYSICIAN EXECUTIVES**

**PEDIATRIC BOARD CERTIFICATION | 1981 | AMERICAN BOARD OF PEDIATRICS**

**MEDICAL DEGREE | 1977 | HAHNEMANN MEDICAL COLLEGE - DREXEL MEDICAL**

**HONORS COLLEGE | TEMPLE UNIVERSITY | 1970-1973**

## Awards & Honors

**GLOBAL LEADERSHIP IN CORPORATE HEALTH | 2014 | NATIONAL BUSINESS GROUP ON HEALTH & AMERICAN COLLEGE OF OCCUPATIONAL & ENVIRONMENTAL MEDICINE**

**DISTINGUISHED FELLOW | 2003 | AMERICAN COLLEGE OF PHYSICIAN EXECUTIVES**

**LITERARY ACHIEVEMENT AWARD | 2001 | AMERICAN COLLEGE OF PHYSICIAN EXECUTIVES**

**SIX SIGMA CERTIFICATION | 2002 | GENERAL ELECTRIC**

## **Skills & Abilities**

### **PASSIONATE ABOUT IMPROVING HEALTH CARE**

- Dedicates free time to writing, speaking and teaching about Health Care Improvement
- Recipient of a Medical Miracle – Corneal Transplantation – from Blindness to Seeing
- Victim of the Limitations of Health Care – Father died while in medical school – ravages of obesity & diabetes
- Eagerness to enter field – graduated medical school at 23 years old (youngest graduate of in several decades)

### **CREATIVE**

- Repeated has developed new concepts, products and services including those within individual health assessments, provider cultivation, clinical training, health informatics, workplace health, population health, quality management and disease management

### **LEADERSHIP**

- Demonstrated in multiple setting of remarkable success including four marketplace sales – Drexel Hill Pediatrics, US Healthcare, I-trax / CHD Meridian and Thomson Reuters Healthcare

### **MANAGEMENT**

- Managed large domestic and international clinical staffs;
- Managed publicly traded companies

### **COMMUNICATION**

- Entertaining and enlightening speaker
- Author of dozens of articles and 4 books

### **SALES**

- Successful member of the sales force for Aetna, I-trax, Thomson Reuters and Truven
- Member of executive team often brought in to close opportunities

### **UNPARALLELED SENSE OF HUMOR**

- Best displayed through the interview process

## Experience

### **MEDICAL ADVISOR | GREATER PHILADELPHIA BUSINESS COALITION ON HEALTH | SINCE INCEPTION**

- Active member of the board and physician executive advisor to all committee activities

### **CO-FOUNDER | HEALTHNEXT™ | JANUARY 2009 TO THE PRESENT**

- Established emerging leader in building cultures of health especially for the employer and provider market. Companies who follow our proven proprietary process enjoy flat health care costs, a healthier workforce & a competitive advantage in the marketplace.

### **PRINCIPAL | AB3HEALTH LLC | DECEMBER 2008 TO THE PRESENT**

- Established to provide consulting and teaching services to employers, health plans, providers and academic institutions. Presently teaching for the American Association of Physician Leadership, Thomas Jefferson Population Health Academy, and the Harvard School of Public Health

### **CHIEF MEDICAL OFFICER | TRUVEN HEALTH ANALYTICS (FORMERLY THOMSON REUTERS HEALTHCARE) | JANUARY 2010 TO FEBRUARY 2013**

- Charged with both corporate and healthcare divisional responsibilities including thought leadership, business strategy, new product development, client relations, marketing and sales, crisis management, emergency preparedness, and analytics and consultation.
- During tenure wrote leading textbook on population health, met with white house and congressional staff on health reform, and provided many keynote speeches at the National Business Group on Health, The World Healthcare Congress & the National Business Coalitions on Health.

### **STRATEGIC ADVISOR TO THE PRESIDENT | WALGREENS HEALTH & WELLNESS | MAY 2008 TO JANUARY 2010**

- Led enterprise solution for population health activities collaborating with workplace health, retail clinic, pharmaceutical and infusion services leadership to create comprehensive solutions on a national scale

### **PRESIDENT & CMO | I-TRAX CHD MERIDIAN | 2005 TO 2008**

- Responsible for strategy, research, new product development and clinical management for the leading provider of out-sourced workplace health centers in the US
- Provided oversight to 1500 clinicians serving over 300 workplace health centers for nearly 100 blue chip clients
- After joining leadership team and board company experienced annualized revenue growth of approximately 20% & a quadrupling of its stock price prior to sale.

### **GLOBAL MEDICAL LEADER | GENERAL ELECTRIC | 2002-2005**

- Led a network of 238 workplace medical clinics in 29 countries and Puerto Rico with one million annual ambulatory visits seen by over 600 clinicians
- Responsibilities included executive health, regulatory compliance and occupational medical surveillance, travel care, emergency preparedness, quality management, preventive health, eHealth and global initiatives to support the health, safety, and wellbeing of 330,000 employees and their families worldwide

### **CORPORATE MEDICAL DIRECTOR | AETNA US HEALTHCARE | 1991-2002**

- Played numerous physician executive roles including corporate medical director of eHealth, Informatics, National Accounts, Quality Management, Disease Management and Utilization Management
- Wrote one of the first books for physician executives on disease management 1993
- Wrote one of the first books for physician executives on total care management integrating quality management with utilization management, disease management and population health.
- Recognized as 1 of 36 to receive golden parachute for building US Healthcare which sold to Aetna for \$9 Billion

### **REGIONAL MEDICAL DIRECTOR | CIGNA | 1987-1990**

- First medical director for the Pennsylvania Health Plan – responsible for building clinical network, credentialing process, utilization management processes, quality improvement programs, as well as staff hiring and development

### **PRESIDENT & LEAD PHYSICIAN | DREXEL HILL PEDIATIRCS | 1981-1990**

- Built private practice into the leading provider of pediatric services in the county with 8 pediatricians serving 16000 children
- Recognized as a “best practice” by the Philadelphia Inquirer with a front page article
- Practice demonstrated consistent growth in revenue, profitability, and patient base year over year

### **ASSOCIATE DIRECTOR OF OUTPATIENT CARE & DIRECTOR OF OUTPATIENT PEDIATIRC TEACHING PROGRAM AT HAHNEMANN MEDICAL AFFILIATE | EPISCOPAL HOSPITAL | 1980-1981**

- Markedly increased appointment show rates and patient care throughput to 15000 ambulatory visits / year
- Trained all pediatric residents in ambulatory care
- Created patient flow processes and clinical care guidelines

## **Board Appointments**

### **APRIMA FORMERLY IMEDICA | APRIL 2009 TO THE PRESENT**

- Integrated electronic medical record & practice management software company
- Serving over 7500 physicians

### **HEALTHRIGHT FORMERLY MDALIGNÉ | DECEMBER 2014 TO THE PRESENT**

- Telemedicine company positioning to provide population health platform

### **CANARY HEALTH | JUNE 2015 TO THE PRESENT**

- Disease management company focused on early stage or pre-chronic illness

### **CLARITAS MINDSCIENCES| OCTOBER 2015 TO THE PRESENT**

- Addiction management company focused on treatment of craving through software products

### **PRESIDENT'S ADVISORY COUNCIL| DREXEL UNIVERSITY | OCTOBER 2012 TO THE PRESENT**

- Addiction management company focused on treatment of craving through software products

### **EDITORIAL BOARD| POPULATIONAL HEALTH JOURNAL | OCTOBER 2005 TO THE PRESENT**

- Addiction management company focused on treatment of craving through software products

### **BOARD OF DIRECTORS| I-TRAX | OCTOBER 2005 TO 2008**

- As president and CMO had swat on the board of this publicly traded company that was the leader in workplace health solutions

### **AMERICAN COLLEGE OF PHYSICIAN EXECUTIVES| 2005 TO 2008**

- Organization with 12000 members dedicated to training and career support