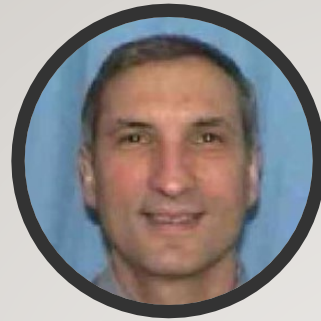


PAYER/PROVIDER PANEL DISCUSSION

Moderator



Cathy Zito
COO
Lighthouse
Healthcare Advisors



Andrew Randazzo
Regional Vice President II
Anthem BCBS



Ray Dotterweich
Director, Managed Care
Children's National Hospital

Panelists



Brenda Babbitt
AVP, Managed Care &
Strategic Consulting
VHC Health



Jay Simmons
Vice President, Provider
Network Contracting
CareFirst BCBS



Robert Krebs
Vice President, Network
Management & Value Based Care
Optima Health



Brian Donovan
Vice President, Managed Care
& Payer Relationships
Inova Health System

Cathy Zito

COO Lighthouse Healthcare Advisors

Over 30 years of Healthcare experience, expertise in managed care contracting
Founded Lighthouse and recently acquired by 3Gen Consulting



- Managed Care Contracting
- Revenue Cycle Consulting
- Coding Audits & Education
- Risk Adjustment Reviews
 - ✓ **Retroactive**
 - ✓ **Concurrent**
- Coding
- Medical Billing
- A/R Management
- Denial Management

Experience you can trust

More than

3.1 million

members in Virginia*

43 million

Anthem members

We are proud to have served Virginia for

85+ years

9K+

Anthem and Carelon associates live and work in Virginia



Serving our community

\$3.3 million

health-related causes and events to support the health of Virginia

14,928

associate volunteer hours

The Civic 50

one of America's 50 most community-minded companies as part of The Civic 50

*Anthem Internal Data, 2020 and Anthem Ebase 2020 All-dollar amounts have been rounded. Associate Program Value includes: Dollars for Dollars donations plus Foundation match; Dollars for Doers rewards directed; associated value for volunteering; Anthem Cares Fund; and Directors Fund grants.



Anthem Blue Cross and Blue Shield Foundation

Advancing Health Equity in Virginia

Our Commitments

Anthem Blue Cross and Blue Shield Foundation strives to improve the health of humanity by addressing health inequalities and strengthening our communities in America. Our recently refined strategy underscores this commitment by focusing on strategic partnerships and programs that aid the health of the socially vulnerable.

More than
\$5M
supporting
Virginia
communities



Maternal Health

\$1.9M to organizations and programs in Virginia that ensure women and their babies can achieve optimal health and well-being through 2024.



Substance Use Disorder

\$1.9M has been awarded to support programs in Virginia that address mental health, with an emphasis on substance use disorder.



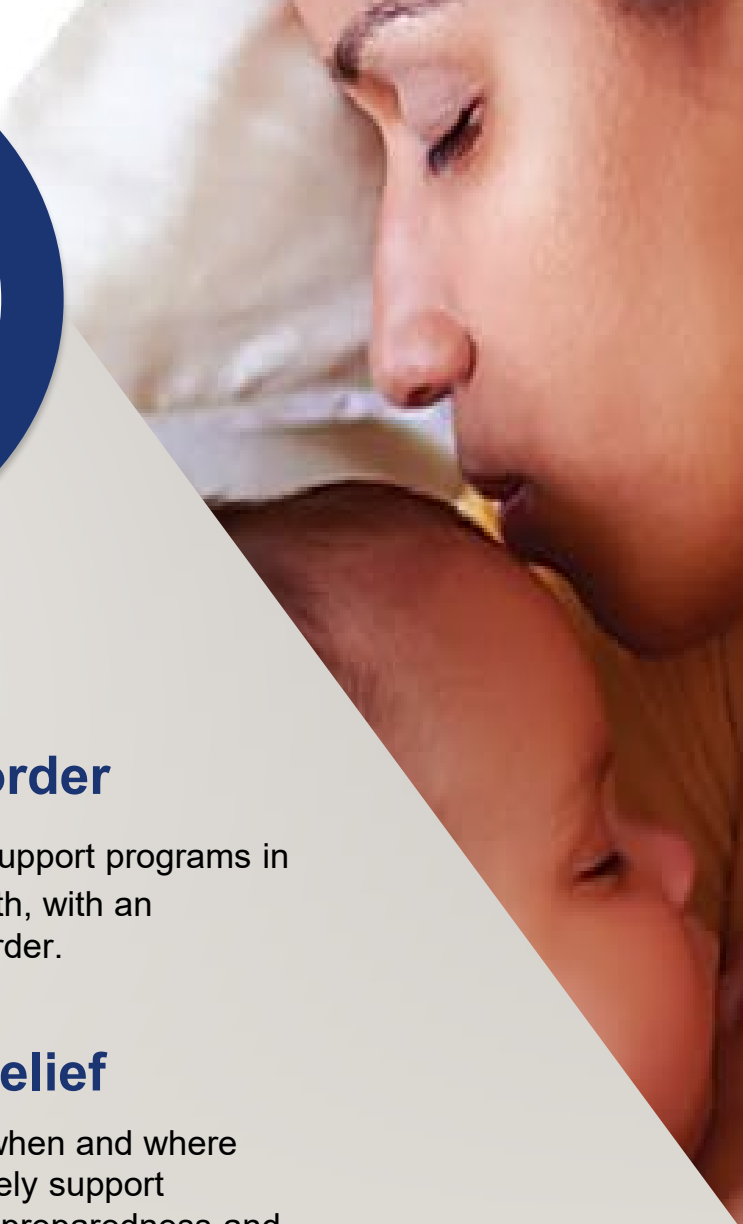
Food as Medicine

\$1.2M over the next three years will support programs that address food insecurity in Virginia by helping individuals reach optimal health through good nutrition.



Providing Disaster Relief

Recognizing that disasters strike when and where we least expect them, we proactively support organizations focused on disaster preparedness and on response and recovery efforts.



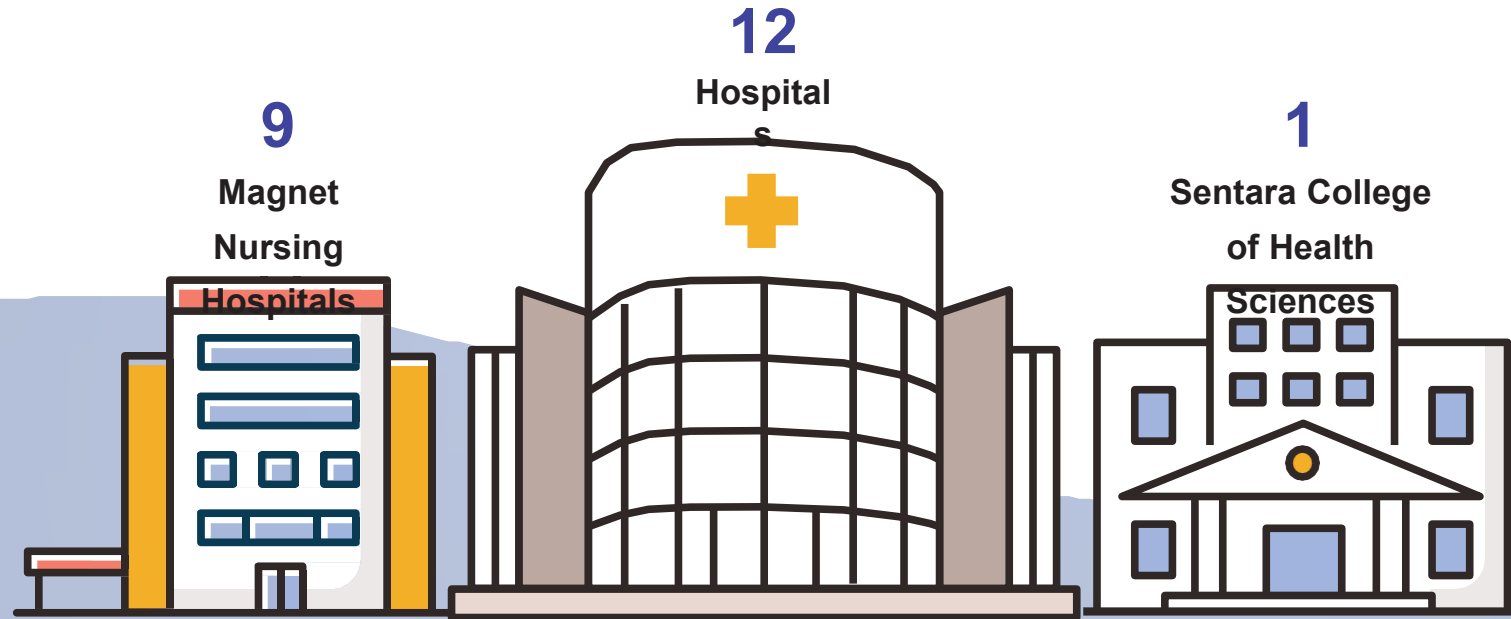
VHC HEALTH IS COMPRISED OF A 453-BED NOT-FOR-PROFIT TEACHING FACILITY THAT IS A PROUD MEMBER OF THE MAYO CLINIC CARE NETWORK AS WELL LARGE MULTI-SPECIALTY PHYSICIAN GROUP. VHC WAS RECENTLY RANKED BY US NEWS AND WORLD REPORT AS THE 5TH TOP HOSPITAL IN VIRGINIA AND 4TH IN THE WASHINGTON DC AREA.

Brenda Babbitt is the System AVP of Managed Care and Strategic Contracting. She has been with VHC since 2019. Her background experiences include time spent working at various Health Plans and for various provider types.



SENTARA HEALTH

6
130+ YEAR NOT-FOR-PROFIT
MISSION



300+
Sites of
Care



1,300
Sentara
Medical Group
Providers



1,200,000
+
Member Health
Plan



900+
Physician
s



470+
Advanced
Practice
Providers



700,000+
Medicaid
Covered
Lives

Ray Dotterweich



- Ray serves as the Director, Managed Care and has 20+ years working in network management and provider contracting roles for insurance payors; last 10 years in Managed Care roles with hospitals including Christiana Care Health Services in Delaware and Children's National Hospital in Washington, DC.
- Children's National was established in 1870, currently 323 bed pediatric acute care hospital located in Washington, DC with satellite primary care and specialty clinics in Virginia and Maryland suburbs.
 - ✓ Ranked #5 in the nation by US News & World Report – best in the Mid-Atlantic for neonatology, cancer, and neurology & neurosurgery.
 - ✓ Home of Children's National Research Institute and Sheikh Zayed Institute for Pediatric Surgical Innovation.
 - ✓ In 2019, added HSC Health Care System (Hospital for Sick Children) as a wholly owned subsidiary, which has a health plan, pediatric specialty hospital, home health agency, and rehabilitative therapy center that combine to serve patients with complex healthcare needs.



2024 VIRGINIA-DC HFMA FALL CONFERENCE

Speaker: Jay Simmons, Vice President Provider Network Contracting

SEPTEMBER 20, 2023

Big in Numbers. Bigger in Impact.



85+
YEARS

IN BUSINESS



LARGEST

NOT-FOR PROFIT
HEALTH PLAN IN THE
MID-ATLANTIC



\$24
MILLION

IN INVESTMENTS (2022)



50%

MINORITY
WORKPLACE



300

NON-PROFIT
PARTNERSHIPS



50,000

VOLUNTEER
HOURS (2022)