

Chris Severn

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Summary

We're building towards a future where it's commonplace to know the price of healthcare in advance. The economics of healthcare are controlled by contract agreements that live on scanned PDFs and scattered fee schedules. Many of them haven't changed since the 90s, and they've never seen the light of day or faced the scrutiny of basic economics. What happens now that (as of 1/1/21) federal law requires these rates to be shared in public, in a menu-like fashion, for patients and third parties to digest?

At Turquoise, we're betting that: 1) Public disclosures put pressure for simplicity and openness on the system as a whole (clearer pricing methods, openly shared online), and 2) economic pressure drives better value propositions for patients (quality, accessibility, and convenience tied to price).

If you're a multi-talented non-conformist looking to tackle a big issue, come help us answer these questions!
turquoise.health/careers

Experience



Co-Founder & CEO

Turquoise Health

Dec 2020 - Present (2 years 4 months)

Building price transparent software to eliminate the financial complexity of healthcare. Our focuses:

- Make it commonplace for patients to know the price of healthcare in advance
- Flood the healthcare system with transparent market rates data, and give providers/payers a platform to respond
- Improve the software infrastructure for the communication of "price certainty" (move on from price "estimates")
- Reward providers and payers who have clear value propositions for patients and members
- Have fun, work with a great team, and be creative while doing so

a. Founder

Arcosta

Jun 2016 - Dec 2020 (4 years 7 months)

- Designed machine learning and automation for hospital revenue cycle and operations (text recognition, natural language processing, gradient boosting, neural networks)
- Products: Nationwide Chargemaster Search, White-Labelable Price Transparency Estimate Tool, DRG Manual Reference Tool
- Design and development web applications in javascript (node, react, angular, express) and C# (MVVM, WPF)
- Managed HIPAA compliant system builds in public cloud (AWS, Google, Azure)
- Through custom Claims Catalyst platform, process and analyze 270/271, 835/837 healthcare claims data for hospital rev cycle

Clients include: Triage Consulting, West Coast Vascular, Streamline Healthcare, SADA Systems, California Centers of Excellence, Addiction Recovery Agency.



Founder

Improv Bridge

Oct 2015 - Jan 2018 (2 years 4 months)

- Deliver small group trainings on active listening, public speaking, storytelling and idea generation
- Lead individual coaching sessions on public speaking: finding a voice, incorporating humor, crafting a message



Product Manager

Triage Consulting Group

Jan 2015 - Feb 2017 (2 years 2 months)

- Managed the development of software that identifies contractual payment errors between insurance companies and hospitals, leading to upwards of \$5 million in client revenue opportunities per year
- Designed UX and created SQL backend for .NET platform to assign contractual reimbursement logic to batches of hospital claims for use at 10+ hospitals nationwide as of 2017
- Worked cross-functionally with engineering, design, and business stakeholders to drive product vision



Senior Associate

Triage Consulting Group

Aug 2012 - Jan 2015 (2 years 6 months)

- Conducted and presented on comprehensive revenue cycle analyses for eight hospital systems across the US
- Designed novel auditing techniques for government and commercial payers, identifying >\$1.5 million in revenue opportunities from Medicare, Medi-Cal and Tricare



Summer Intern, Global Health Economics

Amgen

May 2011 - Aug 2011 (4 months)

- Developed a model through Excel VBA and TreeAge for dosage analysis of a blockbuster Epogen product

Education



University of California, Berkeley

BS, Business Administration and Management, General

Also completed significant coursework in Spanish, Portuguese, economics, and creative writing.