

TODD C. EBERT

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HEALTHCARE INDUSTRY CHIEF EXECUTIVE OFFICER

Driving Results through Strategic Vision, Organizational Development and Executional Excellence

Accomplished CEO with a distinguished 35 year career as the driving force behind major healthcare industry initiatives, with a solid reputation for spearheading growth and building stakeholder value. A visionary, engaging, and integrity-driven executive who demonstrates a positive results-oriented attitude with exceptional interpersonal, communication, and presentation skills. Highly respected as a collaborative-driven leader with a focus on developing a High Performance Work Environment (HPWE) which is results/accountability oriented. Excels at building trust to cultivate productive partnerships with clients, colleagues, and employees. Built a reputation as a leader in the GPO industry with strong negotiation and analytical skills to influence outcomes and drive positive results.

AREAS OF EXPERTISE

**Executive Leadership • Strategic Planning • Healthcare Solutions • P&L Management • Manufacturing • Private Label
Sales & Marketing • Organizational & Talent Development • Financial Strategy & Oversight • Operations
Information Technology • Business Planning & Analysis • Continuous Process Improvement • Relationship Building**

PROFESSIONAL CAREER EXPERIENCE

Healthcare Supply Chain Association (HSCA) – Washington D.C.

July 2015-May 2019, July 2021-Present

President and CEO responsible for vision, leadership and management of 7 Member Organization. Actively involved with policy direction and activity on Capitol Hill, developing relationships with key Associations and communication strategies. Actively involved with the development of educational programs sponsored by the Association.

Amerinet Inc. – St. Louis, Missouri

1996 to 2015

A privately-owned national healthcare solutions organization which collaborates with acute and non-acute care providers to create and deliver unique solutions through performance improvement resources, guidance and ongoing support.

President and Chief Executive Officer (Since 2007)

Oversee the strategic vision and operational direction in managing \$8.5 billion of customer purchasing volume, dedicated to providing practical solutions to help members reduce healthcare costs and improve healthcare quality for the patients they serve.

- Provide leadership and motivation to direct report Sales, Contracting, H.R., Marketing, Finance, and IT executives in the organization with 235 contracting and support employees at offices in St. Louis, Pittsburgh, Providence, and Salt Lake City, and an additional 150 field personnel across the U.S. in customer-facing sales and business development roles.
- Demonstrated leadership and vision to significantly grow organizational revenue to \$153 million annually.
- Offer a strategic combination of operations and financial expertise to stay ahead of the curve in providing added value to a customer base of 80,000, including healthcare providers, surgery centers, hospitals, and healthcare systems nationwide.
- Effectively work with the Board of Directors at quarterly meetings and participate on routine Finance, Compensation and Business Development Committees of the Board.
- Displayed innovation and creativity to successfully lead the consolidation of 4 separate regional organizations into a highly functional and integrated organization that competes very effectively in a competitive industry.
- Transformed the former culture of “what’s in it for me” to a continuing national focus on customers and the company as a whole as an enhancement of Value Proposition, exceptional customer service, and quality execution of plans.
- Led strategy to develop a robust data system by significantly enhancing IT systems and software designed for the healthcare supply chain industry (suppliers and customers), for group purchasing and enhanced marketing and market presence.
- Consistently display skills and effectiveness in addressing industry policy issues on Capitol Hill, working with Senators, Representatives, their staffs and government agencies as a champion for reform in the healthcare group purchasing industry.

President, Amerinet Choice (1998 to Present) – Developed initial business plan, and successfully launched private label business which provides products and services to customers at greater discounts, and enables Amerinet to earn additional revenues.

Earlier Leadership Roles: President & COO (2005 to 2007), **President, Sales & Operations** (2004 to 2005); **Executive Vice President, Contracting Operations** (1998 to 2004), **Senior Vice President of Marketing and Non-Acute Care Program Sales** (1996 to 1998)

CORD Logistics, Inc. – Dublin, Ohio

1995 to 1996

A Third Party Logistics (TPL) Company that specialized in supply chain/ logistics management using expertise of Cardinal Health.

Vice President and General Manager

Recruited to set-up, initiate, and oversee back-end logistics and management services for a roster of customers.

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Vice President and General Manager – CORD Logistics (continued)

- Developed and implemented the business plan, which included budgeting, capital expansion (new warehouse), sales and operations; doubled contract sales within the first year of operations.
- Oversaw the development of all internal systems, including inventory tracking, contract chargeback systems, and Current Good Manufacturing Practices (CGMP); instigated major pharmacy wholesalers to implement Third Party Logistics programs.

Amerinet Inc. – St. Louis, Missouri

1991 to 1995

Vice President, ValuPharm

Recruited and relocated to develop and manage pharmacy contract sales nationwide.

- Led and directed a team of 8, including Director of Clinical Pharmacy, 3 Directors of Pharmacy (East, West, Midwest), and Clerical support staff to manage the entire pharmacy program across the U.S.
- Developed and managed program with growth of \$340 million to \$965 million in pharmacy contract sales for over four years.
- Recognized as “Division of the Year” twice over a four-year period.
- Developed and initiated the Amerinet Clinical Pharmacy Program, PharmacoTherapeutic Strategies (PTS).
- Led the successful development of the initial Amerinet ValuPharm Electronic Catalog.
- Recruited by Cardinal Health, Inc. to manage their Third Party Logistics Company.

Intermountain Healthcare – Salt Lake City, Utah

1990 to 1991

A not-for-profit health system with multiple hospitals and clinics serving the needs of Utah and southeastern Idaho residents.

Program Manager, ValuPharm (A division of Amerinet through Intermountain Healthcare)

Recruited to manage the Amerinet Pharmacy Membership program in the territory west of the Mississippi River.

- Developed a reputation for group purchasing skills and customer service; oversaw monthly communications and quarterly program meetings; traveled extensively to develop a customer base and rapport with the customers.
- Based on demonstrated skills and abilities, named V.P. of the Amerinet ValuPharm division and relocated to St. Louis.

Early Career Experience

1979 to 1990

Gained practical experience in pharmaceutical sales and services, building a solid foundation for future career growth opportunities.

Director of Pharmaceutical and Material Management Services – Pioneer Valley Hospital – West Valley, Utah (1983 to 1990)

- *Successfully led an effort to decentralize the pharmacy services, implemented the hospital’s first active pharmacy formulary, planned and implemented an Oncology Pharmacy service, and planned and opened the hospital’s Retail Pharmacy.*

Staff Pharmacist – St. Mark’s Hospital – Salt Lake City, Utah (1980 to 1983)

- *Provided pharmaceutical services including drug information to nurses, physicians, and other health care providers.*

Professional Sales Representative – Eli Lilly and Company – Bremerton, Washington (1979 to 1980)

EDUCATION

Master of Science in Pharmacy Administration (1990)

Bachelor of Science in Pharmacy (1979)

Bachelor of Science in Business Management (1977)

University of Utah – Salt Lake City, Utah

INDUSTRY AFFILIATION

- Multiple positions and Past Chairman of Healthcare Supply Chain Association (HSCA)
- Past Chairman of Healthcare Industry Supply Chain Institute (HISCI) with active involvement on Capitol Hill
- Regularly contribute to blogs and other publications on topics of interest in the healthcare industry
- Participate as a guest speaker for industry events on subjects ranging from pharmacy to group purchasing trends
- Represented the GPO Association and all GPOs on President Bill Clinton’s 2000 Healthcare Readiness Task Force
- Pharmacy Consultant in the country of Albania, through approval of the United States Agency for International Development (USAID) and Albanian Ministry of Health and Environment; evaluated pharmacy purchasing systems, and presented a recommended “Group Purchasing Program” to the Ministry of Health and hospital directors at 5 Albanian hospitals (1994, 1995)
- Member of Board of Directors of University of Utah College of Pharmacy Alumni Association (1989 to 1991)
- Adjunct Assistant Professor, Pharmacy Practice / Management at University of Utah College Of Pharmacy (1984 to 1990)

