

CONNIE SULLIVAN

Profile

A strategic, passionate, data-driven leader and advocate with more than 25 years of leadership and clinic experience in home and specialty infusion. Serving the home infusion industry by fostering innovation and growth through the promotion of policies that create access to safe, equitable, high-quality patient care.

Experience

President and CEO, National Home Infusion Association; Alexandria, Virginia - December 2018 to Present

Responsible for:

- Executing legislative and regulatory positions related to home and specialty infusion services.
- Working with the NHIA Board of Directors to develop strategies that position the infusion industry for continued growth and success.
- Influencing industry regulations by serving as liaison to regulatory bodies such as The United States Pharmacopeia and the Food and Drug Administration; state Boards of Pharmacy; and accreditation agencies.
- Direction of the National Home Infusion Foundation (NHIF) mission to support research initiatives, recognize professional excellence, and development of future leaders.
- Providing education and guidance to NHIA members related to clinical, regulatory, legislative, and quality issues.
- Fostering relationships with key NHIA provider and supplier members to build consensus for policies and programs that advance the missions of NHIA and NHIF.

Vice President of Research and Innovation, National Home Infusion Association; Alexandria, Virginia - March 2015 to December 2018

Responsible for:

- Developing national quality standards and measures to describe and quantify the value and effectiveness of home and alternate site infusion services.
- Publication of infusion-related research findings.

National Infusion Director, HCR Manorcare; Toledo, Ohio – Oct 2000 to Mar 2015

Responsible for:

- Overseeing all aspects (operations, clinical, regulatory compliance, sales and marketing, budgeting and finance, contracting, and billing) of a national home infusion, specialty, and DME operations with licensure in 35 states and over 90 employees.
- Acquisition and implementation of Medicare competitive bidding enteral program contracts in over 50 Competitive Bidding Areas.



Infusion Pharmacy Surveyor, Community Health Accreditation Program; Alexandria, VA — 2004 to 2006

Contributed to the development of infusion accreditation standards and conducted pharmacy accreditation surveys.

Pharmacy Manager, Option Care; Lincoln, NE — 1998 to 2000

Management of all aspects of a local, single site home infusion program with ten employees.

Pharmacist, Veterans Administration; Columbus, OH — 1994 to 1998

Clinical staff pharmacist in the outpatient pharmacy department.

Education

The Ohio State University, Columbus, OH — BS Pharmacy, 1994.
Graduation with Distinction and Honors

Panels and Professional Organizations

United States Pharmacopeia Compounding Expert Committee, 2020-2025, *Chair* <797>
subcommittee

United States Pharmacopeia Compounding Expert Committee, *Vice Chair*, 2015-2020

United States Pharmacopeia Parenteral Nutrition Expert Panel, *Member*, 2015-2020

American Society of Health-System Pharmacists (ASHP), *Member*, 2016-Present

Research

“A Multi-Center Time Study of Home Infusion Pharmacist Professional Services,” National Home Infusion Foundation, Alexandria, VA. Principle Investigator, Jan 2021 to Oct 2021

“Development of Uniform and Validated Patient Satisfaction Survey Questions for Home Infusion,” *National Home Infusion Foundation*, Alexandria, VA. Principle Investigator, Oct 2016 to Apr 2017

“A Phase 4, Prospective, Randomized, Open-Label Study to Compare Use of Cubicin With Vancomycin Administered Intravenously in the Treatment of Patients With Complicated Skin and Skin Structure Infections Due to Suspected or Confirmed Gram-Positive Bacteria in a Home Infusion Setting,” *Heartland IV Care*, Livonia, Michigan. Principle Investigator, Jun 2010 to Dec 2011

Publications and Presentations

Haines D., Garst, R., Sullivan C., Charron J. “A Multi-Center Time Study of Home Infusion Pharmacist Professional Services” *Infusion Journal* Mar/Apr 2022

Haines D., Garst, R., Sullivan C., Charron J. “Discharge Reasons of Patients Receiving Home-Based Outpatient Parenteral Antimicrobial Therapy” *National Home Infusion Foundation Research Supplement* Mar/Apr 2021

Sullivan C., Garst R., Charron J., Haines D. “A Home Infusion Program for Administration of Bamlanivimab in High-Risk Settings” *National Home Infusion Foundation Research Supplement* Mar/Apr 2021

Haines, D., Garst R., Sullivan C. “A Two-Year Assessment of Home Infusion Patient Satisfaction” *INFUSION* Mar/Apr 2021



Sullivan C. "Creating Positive Change through Data Analytics" *Executive Pre-conference Presentation National Home Infusion Association Annual Conference*. 2018 Apr.

Sullivan C, Haines D. "Uniform Patient Satisfaction Survey Questions for Home Infusion Providers" *INFUSION* Mar/Apr 2017.

Sullivan C, VanPool K. "Sterile Compounding Federal Regulation Roundup" *INFUSION* Nov/Dec 2016.

Sullivan C. "Value Based Purchasing – The Next Stage in the Evolution of Healthcare Delivery" *INFUSION* July/Aug 2016.

Sullivan C. "Revised Definitions for Patient Outcomes – A Critical Next Step for NHIA's Industry-Wide Data Initiative" *INFUSION* July/Aug 2015.

Counce J, Sullivan C. "Data Lessons from the Leading Edge – Scanning Today's Measures Across the Health Care Continuum to Examine What Could be in Store for Our Alternate-Site Future" *INFUSION* July/Aug 2015.

Sullivan C. "Adopting Standard Definitions – The Future of Data Collection and Benchmarking in Alternate Site Infusion Must Start Now!" *Continuing Education Presentation National Home Infusion Association Annual Conference*. 2013 Apr.

Sullivan C. "Infusion Therapy for the Older Adult – Vital Considerations." *Continuing Education Presentation National Home Infusion Association Annual Conference*. 2008 Apr.

Sullivan C. "Heartland IV Care Case Study for the Centers for Medicare Services: A Summary of Medicare Part D Infusion Referrals." *NHIA Government Affairs Task Force Presentation to CMS*. 2007, 2008.

