



New Trends for Effective Health Management: Approaches to Improving Outcomes

Speaker Biographies

Mary R. Grealy
President
Healthcare Leadership Council

Mary R. Grealy is president of the Healthcare Leadership Council, a coalition of chief executives of the nation's leading healthcare companies and organizations. HLC advocates consumer-centered healthcare reform, emphasizing the value of private sector innovation. It is the only health policy advocacy group that represents all sectors of the healthcare industry. She was appointed to the position in August 1999. Ms. Grealy has an extensive background in healthcare policy. She has led important initiatives on the uninsured, improving patient safety and quality, protecting the privacy of patient medical information, and reforming the medical liability laws. She testifies regularly before Congress and federal regulatory agencies. She is a frequent public speaker on health issues and has been ranked many times by Modern Healthcare as one of the 100 Most Powerful People in Healthcare and has been named to Modern Healthcare's list of the Top 25 Women in Healthcare for 2009.

Elizabeth Sump
Senior Director, Government and Community Relations
Cleveland Clinic

Elizabeth Sump serves as Senior Director of Government Relations and Health Policy in the Division of Government and Community Relations, where she provides strategic guidance to the Cleveland Clinic on matters of regulatory and reimbursement policy, including interactions with Congress, the Centers for Medicare and Medicaid Services, trade organizations, and State regulatory agencies.

Recently Ms. Sump served as the Director of Research Administration for the Orthopaedic and Rheumatologic Institute at Cleveland Clinic, where she led the Care Path Development team in Orthopaedic Surgery and Musculoskeletal Disease. She served as the Chief Commercialization Officer for the Rutgers-Cleveland Clinic Consortium of the Armed Forces Institute of Regenerative Medicine (AFIRM). Ms. Sump also spent six years as the Executive Director of the Clinical Tissue Engineering Center

(CTEC), an inter-institutional economic development collaboration between several Ohio institutions and companies and funded by the State of Ohio Third Frontier.

Prior to her work with the Cleveland Clinic, Ms. Sump served as Vice President of Business and Corporate Development for NetGenics Inc. (a Cleveland, Ohio-based bioinformatics company, later acquired by LION Bioscience Inc). Ms. Sump has a dozen additional years of experience at various product and brand management and intellectual property management positions in the life sciences market.

Len Greer
President, Health and Wellness Solutions
Johnson & Johnson

Len Greer has over 20 years of experience focused on improving patient health and lowering healthcare costs. He is President of Johnson & Johnson Health and Wellness Solutions, which serves as the center of excellence that utilizes behavior science and innovative digital tools to drive healthy behaviors for consumers and patients around the world. Prior to this, he served as SVP of Product Innovation & Marketing at CVS Health, held executive leadership positions at Aetna ActiveHealth and Medco Health, and was a management consultant at McKinsey & Company. Len holds a BA from the Illinois Institute of Technology and an MBA from the University of Michigan.

Daniel Trencher
Senior Vice President, Product & Corporate Strategy
Teladoc

Dan Trencher has served as senior vice president of product and strategy since 2014. He oversees the development and execution of new growth opportunities and initiatives for Teladoc, and he ensures the company delivers innovation throughout the product lifecycle, from long-term product roadmapping to project execution.

Mr. Trencher brings an unusual depth and breadth of experience in the healthcare industry, including hands-on product and operational expertise, development of analytically driven strategies, and the management and execution of growth initiatives across different healthcare customer segments. He also has developed and managed new growth initiatives involving varied components of the healthcare value chain, ranging from providers to disease management/wellness programs to health information technology. Mr. Trencher holds a bachelor's degree in economics from the University of Pennsylvania, and a Master of Business Administration degree from the University of Chicago.