

## SPEAKER BIOGRAPHIES

### *Prescription Drug Costs: Trends and Tradeoffs in the Pipeline from Lab to Market*

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**RICHARD EVANS** leads the Healthcare practice at Sector & Sovereign Research (SSR). As a senior executive in the pharmaceuticals industry, Dr. Evans responsibilities ranged from corporate strategy to the pricing and distribution of the company's products. His variety of assignments provided a comparable variety of vantage points on the industry. As an analyst with Sanford C. Bernstein, he was ranked #1 by both *Bloomberg* and *Institutional Investor* for his U.S. pharmaceuticals coverage – across all industries and coverage he was ranked one of the top 20 analysts worldwide. Dr. Evans is the author of “Health and Capital” published in August of 2009. He is a co-founder of Sector & Sovereign Research, LLC.

**MICHAEL GRAY** is the vice president and chief strategy officer of The Resource Group. In this role, Mr. Gray has executive oversight and thought leadership responsibility for the ongoing development, implementation and management of The Resource Group Strategic Direction. His national executive responsibilities encompass strategies to support The Resource Group's User Directed Strategic Sourcing strategies and initiatives, operations and logistics services, integrated change management services, and implementation services. Prior to joining Ascension, Mr. Gray was president/CEO of Gray and Associates, a boutique consulting company focused on deployment of supply chain sourcing strategies, organizational design and impact measurement for hospitals, multi-hospital health systems, group purchasing organizations and suppliers. Mr. Gray offers more than 26 years of expertise in healthcare including, supply chain solution deployment and organizational support, sourcing strategies, contract negotiations and national distribution /logistics.

**LORI REILLY** is executive vice president for policy & research at the Pharmaceutical Research and Manufacturers of America (PhRMA). Ms. Reilly leads PhRMA's policy and research department in the development and implementation of legislative, regulatory and political strategies to successfully navigate the ever-changing federal health care landscape, working to advance policies that encourage medical progress and patient access to the fruits of pharmaceutical innovation. In addition to her public policy work, Ms. Reilly is a frequent presenter on industry-related issues and is an industry spokesperson. Ms. Reilly testified before the House Energy and Commerce Subcommittee on Health to discuss the importance of the reauthorization of the pediatric exclusivity program and the Food and Drug Administration Globalization Act. Prior to joining PhRMA, she was counsel at the U.S. House of Representatives Committee on Commerce. And before joining the House Commerce Committee, Ms. Reilly was chief of staff/counsel to Rep. Jon Christensen, a member of the House Ways and Means Committee.

**LEN NICHOLS** has been the director of the Center for Health Policy Research and Ethics (CHPRE) and a professor of health policy at George Mason University since 2010, where he continues to bridge the worlds of health policy, health politics, health economics, health services research, and to help interpret it all for policy makers, private sector leaders, and journalists. Dr. Nichols is the PI of a 5 year evaluation study of the CareFirst Patient Centered Medical Home program. He has testified frequently before Congress and state legislatures, and is or has been an advisor to the Center for Medicare and Medicaid Innovation, the Patient Centered Primary Care Collaborative, and to the Pan American Health Organization. Dr. Nichols has worked with the Commonwealth's official Health Reform Initiative and the new Virginia Center for Health Innovation as well as with Fairfax County on its own health reform implementation options. Past positions include senior advisor for health policy at the Office of Management and Budget, vice president of the Center for Studying Health System Change, principal research associate at the Urban Institute, and chair of the Department of Economics at Wellesley College.