

## Progressive Medical's Executive Team

### **David Bianconi, Founder and Chief Executive Officer**

Mr. Bianconi drew on his experience overseeing several businesses and his entrepreneurial spirit to start Progressive Medical in 1986. Initially a provider of electromedical and other durable medical equipment, Progressive Medical has continually expanded its portfolio of services under Mr. Bianconi's leadership. As Progressive Medical continues to grow, Mr. Bianconi will continue to provide the vision and leadership that Progressive Medical has become known for. He also will work closely with clients to ensure that Progressive Medical continues to develop innovative services that help them meet their objectives.

Mr. Bianconi is an active member of his community and our industry. A sampling of his volunteerism includes serving on the Board of Trustees for the Westerville Area Chamber of Commerce, on the Advisory Board to TechColumbus as well as the Board of Kids Chance Ohio. He has been honored with several awards noting his compassionate, integrity-driven business practices, most notably ranking in *Business First* Fast 50 for each of the past 14 years.

### **Kevin Banion, President and Chief Operating Officer**

Mr. Banion has more than 16 years experience managing finances and operations within the healthcare industry. He is responsible for overseeing the company's direction and daily operations. He ensures that all strategic plans support Progressive Medical's business objectives. Banion also continues to develop internal policies to maximize efficiency of operations and develop general operating goals and objectives.

### **Lisa Scaggs-Oskoui, Chief Sales and Marketing Officer**

Ms. Scaggs-Oskoui leads the entire operation of sales and marketing for Progressive Medical, Inc. She is responsible for strategic planning, targeting growth and developing and maintaining relationships with over 8,000 clients.

Ms. Scaggs-Oskoui's extensive industry experience covers all lines of business in managed care. Prior to joining Progressive Medical in 2002, she was Vice President, Business Analysis & National Network Operations for National Health Care Resources.

An Ohio native, Scaggs-Oskoui earned master's degrees from Capital University and the University of Dayton. Her undergraduate degree and doctoral studies were accomplished at The Ohio State University.

### **Tron Emptage, Chief Clinical and Compliance Officer**

Mr. Emptage has brought to Progressive Medical over 19 years of pharmaceutical and managed care experience. Mr. Emptage's professional experience includes all aspects of the delivery of pharmaceutical care; ranging from retail to home delivery, management to product development and home infusion. This vast experience has made him an integral part of the Progressive Medical team; moving the company forward in the national pharmaceutical managed care arena.

Mr. Emptage works diligently to implement and service national customers. He has overseen customer relationships, assisted outside and inside sales, developed clinical programs and continually tracks industry trends. In his tenure at Progressive Medical, Emptage has overseen Pharmacy Services, Clinical

Services, National Account Management, served as Vice President of Strategic Initiatives and most recently Executive Vice President of Business Development.

Mr. Emptage holds a Bachelor of Science Degree in Pharmacy and a Master of Arts degree. Emptage is an experienced lecturer and teacher and is affiliated with several professional organizations. This vast portfolio of experiences have made Emptage an integral part of the Progressive Medical team; moving the company forward in the national pharmaceutical managed care arena.

#### **Angelo Mazzocco, Chief Information Officer**

Mr. Mazzocco earned his bachelor's degree in mathematics and computer science from Indiana University of Pennsylvania. He earned a master's degree in business administration, marketing and information systems from the University of Dayton.

Angelo Mazzocco is the Chief Information Officer of Progressive Medical, Inc. As Chief Information Officer, Angelo is responsible for all decisions related to the strategy, process and personnel related to the technologies of the company.

Prior to joining Progressive Medical, Angelo was the Vice President and Chief Information Officer for the Dispatch Printing Company & Affiliates. He also held positions at Andersen Consulting (now known as Accenture), CompuCom and Nationwide Insurance.

Angelo has taught at the graduate collegiate level for the past 20 years at institutions such as The Ohio State University and is currently a member of the adjunct faculty at Otterbein College.

#### **Daniel C. Gifford, CPA, Chief Financial Officer**

As a member of the Executive team, Mr. Gifford oversees all financial practices, directs financial strategy as well as studies and analyzes trends and opportunities in the marketplace.

Mr. Gifford has extensive experience in financial environments, most recently holding the position of Vice President – Chief Financial Officer for Nationwide Financial Services, Inc. in Private Sector Retirement Plans. Previously he was a Senior Manager with KPMG, LLP. Dan Gifford is a proven results-oriented senior executive with over 20 years of financial experience in both public and private sectors. He is a CPA recognized for his diverse capabilities including business acumen, planning, general management, interpersonal skills and staff development/coaching.

Prior to becoming a Certified Public Accountant, Mr. Gifford earned a Bachelor of Arts degree in Accounting from Otterbein College and is a member of the American Institute of Certified Public Accountants. He has been actively involved in fundraising and community volunteerism for organizations such as the Ohio Foundation of Independent Colleges, United Way and youth athletics.

#### **Eleanor Biddulph, Executive Vice President of Client Services**

Eleanor Biddulph provides direction and leadership for Client Services, which includes Medical Equipment and Supplies, Health Services and Retail and Home Delivery Pharmacy Customer Service. Ms. Biddulph is primarily responsible for the strategic planning of departmental goals and initiatives; targeting the growth of the Client Services department, development of new products and services, as well as the addition of new accounts and contracts.

Ms. Biddulph has called Progressive Medical home since 1993 and has performed in several different capacities, effectively stepping into the roles of Marketing Manager, Receivables Manager and Director of Client Services. Ingrained within her departments are five key values she and her employees live and work by: being fully present, positive attitude, teamwork, respect and integrity. Using these five values,

Ms. Biddulph and her leadership team have developed and streamlined her departments, providing seamless care for our clients' injured parties.

Ms. Biddulph serves the Central Ohio community as Vice President of Company Advisors and Board Trustee for the Ohio Business Week Foundation. The Foundation provides opportunities for high school students to learn more about the business world as they plan personal goals for post-secondary education. She also uses her leadership and communications skills to serve the electronic community as a regularly contributing author on the Linked2Leadership blogazine, focusing primarily on servant leadership and leadership versus management. Her goal is always to help others see the possibilities in their many roles at home, in the community or at work.

A New Jersey native, Ms. Biddulph is also nearing completion of her degree in Organizational Leadership and Communication from Otterbein College.

#### **Ben Blanquera, Vice President of Information Services**

Mr. Blanquera is responsible for overseeing applications development, project management, business intelligence and business analysis functions. His previous responsibility at Progressive Medical was to oversee the Application Delivery area of Information Services which included working closely with the business to develop and implement enhancements and projects to our application systems including the Request for Service process as we know it today.

Mr. Blanquera has served in leadership roles that span across both privately and publically held firms. Prior to joining Progressive Medical, Ben was the Director of the Columbus Technology Council, served as Engineering Manager for Manville Corporation, Technical Service Manager for Soltech, Business Engineering Manager for Owens Corning and Director at Integrex. He is an advocate for the Columbus Technology Community and writes a blog at [www.columbustech.blogspot.com](http://www.columbustech.blogspot.com). He has held adjunct faculty positions at Franklin University teaching in the area of leadership and project management.

Born in the Philippines and raised in New Jersey, Blanquera earned a bachelor's degree in Mechanical Engineering from Rutgers University and a Masters in Organizational Development from Bowling Green State University. He is also PMP and Six Sigma certified.

#### **Dionne Lacey-Artis, Vice President of National Account Management**

Ms. Lacey-Artis joined Progressive Medical in July 2000 as Regional Sales Manager of the Southeast Region, was promoted to East Coast Director of Sales and most recently exercised the responsibilities of Vice President of Sales, Eastern Territory. She has over 18 years experience in workers' compensation, group health and other health care industries holding executive level positions and with Progressive Medical has been responsible for managing and selling the full continuum of managed care services and related products.

In addition to Sales, Ms. Lacey-Artis has extensive claims experience in the Workers' Compensation and Group Health arenas with United Healthcare, CSC - Computer Services Corp., Phoenix Healthcare (a TennCare Medicaid Plan), State of Georgia and HDI (a subsidiary of AIG).

As a member of the Executive Management and Sales Leadership team, Lacey-Artis is presently responsible for the team that is charged with managing and growing all existing business and overall account management, new account implementation and management of our National accounts encompassing all states and eight team members. Ms. Lacey-Artis has a track record of building productive and enthusiastic teams to contribute to a collective sales goal for Progressive Medical.

**Andrew Lewis, Vice President of Human Development**

Mr. Lewis is responsible for directing all Human Development functions including the development of core strategic initiatives for Training and Development, Human Resources, Quality Assurance and Facilities Management.

Mr. Lewis joined Progressive Medical in February 2003 as the Director of Human Development. Lewis has led many initiatives in Human Development in key areas including employee training, leadership development and employee retention. He managed a team that created "U", a training program focused on leadership development through experiential and classroom offerings. Additionally, Mr. Lewis created an employee development program in partnership with Columbus State Community College and created a formal training and development program for Progressive Medical management. Several initiatives created by Mr. Lewis including Mentor and Subject Matter Expert programs, and specific programs and practices to address employee satisfaction, resulted in higher employee retention rates. In 2005, he managed the implementation of a self insured health plan that not only achieved savings for Progressive Medical, but also allowed the employees a wider range of choices for health care benefits.

**Linda Kaufmann, Vice President of Marketing**

Ms. Kaufmann leads the operation of marketing, responsible for strategic planning and public relations.

Kaufmann's extensive experience in health care marketing enabled her to bring experience within the workers' compensation arena when she joined the company. Prior to joining Progressive Medical in 2002, she was with Express Med and Cardinal Health respectively. In her tenure with Progressive Medical, Kaufmann has made a significant impact on the growth and development of the Marketing team. Her creative vision, business acumen and knowledge of the marketplace are vital to ongoing growth and vision.

An Ohio native, Kaufmann earned an MBA from University of Phoenix and a business undergraduate degree from The Ohio State University. Ms. Kaufmann serves on the Foundation Board of Mt. Carmel HealthCare Systems, an Advisory Board member of The Gathering and works on various projects for the American Marketing Association Columbus Chapter.

**Jeff Haskett, Vice President of Strategic Initiatives**

Mr. Haskett is responsible for leading key new initiatives to continue Progressive Medical's aggressive growth strategy. As a member of the leadership team, Haskett sets the strategic direction of products and services across business units and initiates and leads large scale projects, which focus around Progressive Medical's vision to become the industry leader in total care management.

Jeff brings to Progressive Medical more than 18 years of experience working with corporate, consulting and emerging companies, with a wide range of industry focus including financial services, automotive and energy. Most recently Jeff served as Chief Marketing Officer for a Columbus-based e-commerce software company where he had overall responsibility for sales, marketing and business development.

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He began his career with Accenture and held significant technology leadership roles at BMW Financial Services.

Mr. Haskett is an Ohio native, and is highly engaged with his family and Columbus based technology and entrepreneurial communities. Jeff earned his Bachelor's degree in Economics and Accounting from The Ohio State University.