

## **JOHN C. KRABAUM**

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### **SUMMARY:**

An accomplished Business Executive and Attorney with expertise in the development, restructuring, and negotiation of business ventures in the healthcare, equipment leasing and financing, and securities industries. Proven success in risk reduction, policy development, solving complex business issues, and regulatory compliance. Experienced in counseling senior management and boards of directors. Superior communication skills enhance the ability to marshal facts, negotiate contractual issues, build and manage cohesive teams, and to implement operations from inception to profitability succinctly and persuasively. A dynamic team leader with a proven track record of increasing profitability, reducing litigation costs, decreasing pending claims, and maximizing return on investment for shareholders.

### **CAREER HISTORY and SELECT ACHIEVEMENTS:**

GE HEALTHCARE, INC., Shelton, CT

2007- Present

#### **SENIOR CORPORATE COUNSEL**

Recruited by this NYSE-traded health care giant to reduce outside legal expenses, lead vendor and self-funded contractual negotiations, negotiate hospital and delegated provider agreements, act as liaison with government regulators and interact with boards of directors.

Reduced outside legal expenses by seven figures; led board of directors meetings and made board presentations; supervised regulatory contact with four states involving provider contracting, inter-company agreements and complaints; negotiated provider and vendor agreements in a timely manner to meet strict financial targets; assisted in litigation management; led government licensure projects in Rhode Island; supervised self-funded and TPA arrangements to ensure compliance with HIPAA health and welfare plan regulations.

HORIZON HEALTHCARE SERVICES, INC., Newark, NJ

2005 - 2007

#### **ASSISTANT GENERAL COUNSEL**

Retained to provide corporate counsel on all finance and regulatory matters for New Jersey's top not-for-profit health insurance provider, serving more than 3 million members. Play a key role in revitalizing corporate infrastructure to minimize risk while positioning Group for long-term growth and prosperity. Counsel C-level executives on a wide range of corporate, finance, and regulatory matters, including: corporate sponsorships, licensing agreements, communications/marketing, securities matters, and regulatory filings. Draft and negotiate commercial real estate transactions, offshore vendor agreements, IT agreements, mission-critical licensing agreements, as well as

Fourth Amendment-sensitive programs related to health research and tracking. Authorize investment opportunities consistent with regulatory and investment committee guidelines. Ensure compliance with HIPAA security rules and protected health information privacy matters.

Successfully negotiated numerous contracts and agreements, i.e., \$165M securities lending agreement, \$19M HR outsourcing agreement, \$1M real estate sublease, and a \$1.5M offshore vendor contract for database management.

Served in a Corporate Secretarial role providing services, such as attending executive board meetings, drafting minutes, preparing follow-up agendas for Board, and reviewing by-laws and operating agreements.

Introduced policies and procedures to streamline operations and maximize efficiencies, such as creating a corporate fact sheet for access by legal and finance departments, and introducing a corporate legal division with standard terms and conditions and corporate negotiating standards, among other programs.

Reduced legal overhead by \$300K by eliminating the use of outside counsel and temporary attorneys.

NYDIC OPEN MRI OF AMERICA, Montvale, NJ 2003 - 2005

VICE PRESIDENT AND GENERAL COUNSEL

Directed all legal, managed care, provider credentialing, regulatory, and corporate transactions for this organization specializing in MRI diagnostic services, sonogram, and bone densitometry. Oversaw property, casualty, and professional liability insurance matters; healthcare compliance programs; managed care contracts; and litigation.

Negotiated vendor and supplier contracts with OEMs. Assisted with third party accreditation programs. Supervise two paralegals supporting real estate leasing and HIPAA compliance.

Spearheaded the due diligence efforts for \$25M refinancing.

Implemented improved processes to streamline procedures and proactive risk management programs that contributed to maintaining budget 10% below forecast for 2004.

EXCELLUS, INC., ALIFETIME HEALTH, Syracuse, NY 1996 - 2003

ASSOCIATE GENERAL COUNSEL

Directed legal initiatives related to healthcare regulatory compliance, corporate transactions, contracts, claims management, and general legal support for Excellus and for its subsidiary, Lifetime Health. Provided counsel for joint ventures, mergers and major group contracts for large self-funded and fully-insured clients. Coordinated contract relationships and related state licensing requirements for over 100 broker/agents.

Analyzed the impact of state and federal mandates, insurance industry regulatory changes, HIPAA, and Department of Labor guidelines on existing and long-term operations. Investigated compliance issues relating to provider billing, health center patient safety, human resource matters, and Medicare / Medicaid guidelines. Evaluated and interpreted insurance contracts to validate payment/non-payment of claims. Served on several taskforces and committees: Corporate Compliance, State/Federal Mandate Implementation, Resource Management, Quality Management, Quality Council and Quality Improvement.

Implemented HIPAA privacy and DOL claims determination timeframes throughout customer service, claims, enrollment and grievance/appeal departments for more than 6,000 employees.

Advised corporate M&A team during due diligence of proposed \$2.4B two-party merger involving 500,000 individuals. Led negotiations of joint venture with a case management company.

Proactively streamlined the investigation process for the Customer Advocacy Group that addressed an average of 2,000 grievances, appeals and complaints annually.

## **EDUCATION**

M.B.A., CORNELL UNIVERSITY, Ithaca, NY

J.D., SYRACUSE UNIVERSITY COLLEGE OF LAW, Syracuse, NY • Dean's List

B.A., CLARK UNIVERSITY, Worcester, MA

Degree in History, Political Science and Geography • Jonas Clark Scholar

## **BAR ADMISSIONS**

Bar Admissions: THE STATE OF NEW YORK

THE STATE OF NEW JERSEY (In-House)