

Daniel T. Goldman, PharmD, MS, MBA

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WORK EXPERIENCE

April 2016-present

Director, Clinical Program Management

Prime Therapeutics, Jacksonville, Florida

- Led the expansion of the Florida Blue clinical account team
- Provided unique, specific recommendations for low member impact, clinically appropriate drug exclusions that were ultimately pursued with achievement of \$40 million annual savings accruing to Florida Blue in 2016
- Identified strategic formulary design and pharmacy product recommendations for the Florida Blue account
- Analyzed and recommended grandfathering termination opportunities resulting in \$8 million annual savings in 2016

May 2011-April 2016

Clinical Program Manager

Prime Therapeutics, Jacksonville, Florida

- Supported sales efforts by communicating Prime's key message on utilization management directly to the consultant community and providing clinically based support to Prime's sales team
- Facilitated the successful on-boarding of Prime Therapeutics Specialty Pharmacy as a preferred vendor for the Florida Blue client
- Coordinated formulary management for Florida Blue through Business Committee activities including utilization and net cost table analysis
- Collaborated with the account management team and provided direct contact to key account groups in quarterly review meetings and action plan activities
- Consulted Florida Blue in development of new UM and clinical programs and facilitated the adoption of existing Prime Standard programs
- Identified an opportunity and subsequently lobbied for an internal policy change in maximum allowable cost (MAC) generic pricing, resulting in a \$22 million savings accrued by the addition of a single drug to the Prime MAC list
- Revitalized a closed formulary utilization management (UM) process to integrate formulary additions and removals into a reliable process flow and comply with UM integrity standards
- Provided recommendations for utilization management programs, with achievement of \$30 million in savings
- Engaged in two face-to-face finalist presentations for sales team request for proposals (RFPs), which resulted in securing one new group account

June 2010-May 2011

Clinical Pharmacy Coordinator

SelectHealth (An Intermountain Healthcare Company), Salt Lake City, Utah

- Collaborated with an interdisciplinary team to create a Care Process Model (CPM) guideline on the clinical management of “Chronic Non-cancer Pain”
- Demonstrated inappropriate utilization of dispense as written (DAW1) codes, initiated a pharmacy audit and physician notification mailing, and successfully campaigned for alteration of benefit language in the state insurance certificate, resulting in a projected savings of \$600,000 annually
- Discovered utilization in violation of medical policy through claims analysis for the drug Tobi, instituted internal prior authorization criteria, and created external prior authorization documents, resulting in projected savings of \$200,000 annually
- Developed and presented drug monographs, utilization trends, budget impact models, and formulary coverage recommendations on a monthly basis while serving as a member of the Specialty Operations Committee and a non-voting member of the Pharmacy & Therapeutics (P&T) Committee
- Presented to employer groups and coordinated with brokers on the topics of “Saving Money on Rx Costs” and "Choosing the Correct Medication and Navigating your Pharmacy Benefit"
- Assisted in developing clinical program and benefit design recommendations for employer groups based on individual reports detailing top drug spending
- Coordinated and led the Medication Management Agreement (MMA) clinical program aimed at limiting inappropriate utilization of opioid medications
- Coordinated with pharmaceutical manufacturers on rebate contracting, clinical presentations, opportunities for collaborative research, and formulary messaging alignment
- Led utilization, clinical, and cost management of several large therapeutic classes including diabetes, pain, urology, migraine, and osteoporosis

June 2009-June 2010

ASHP/AMCP-accredited Managed Care Residency

SelectHealth (An Intermountain Healthcare Company), Salt Lake City, Utah

Residency Director: Jeffrey Dunn, PharmD, MBA

- Researched, assessed, modeled, planned, and presented on injectable iron formulations for the Specialty Operations Committee, which included pharmacy expense trending
- Coordinated and led a monthly Medication Therapy Management (MTM) program targeting members engaging in polypharmacy
- Designed a protocol and performed an internal evaluation of the MTM program to determine historical return on investment (ROI)
- Prepared a monograph and led formulary discussion at a P&T Committee meeting on Ulesfia, which required an assessment of member utilization and market share to determine approximate resistance rates
- Prepared a monograph, led formulary discussion, prepared a budget impact model, and presented recommendations to the P&T Committee on the drugs for overactive bladder therapeutic class
- Conducted prior authorization reviews for determination of drug coverage and prepared prior authorization forms for implementation based on appropriate treatment guidelines

EDUCATION

- Aug 2010-May 2015 **Master of Business Administration**
Stetson University, School of Business Administration
Deland, Florida
- Aug 2010-Aug 2012 **Master of Science in Pharmacy: Pharmaceutical Outcomes & Policy**
Applied Pharmacoeconomics Track
University of Florida, College of Pharmacy
Gainesville, Florida
- July 2006-June 2009 **Doctor of Pharmacy**
South University, School of Pharmacy
Savannah, Georgia
- June 2002-June 2006 **Bachelor of Arts**
Economics
University of Florida, College of Liberal Arts & Sciences
Gainesville, Florida

LEADERSHIP EXPERIENCE

- Jan 2015-Mar 2015 **Alumni Teaching Assistant – Specialty Pharmacy Seminar**
University of Florida, Gainesville, FL
- Created quiz questions and facilitated case study discussions
- Jan 2013-May 2013 **Alumni Teaching Assistant – Introduction to Pharmaceutical Microeconomics**
University of Florida, Gainesville, FL
- Conducted exam review lectures and provided feedback to students
 - Graded papers and coordinated student online learning system
- Aug 2010-July 2011 **Academy of Managed Care Pharmacy (AMCP) Diplomat**
University of Southern Nevada College of Pharmacy, South Jordan, UT
- Presented a class lecture on “Managed Care Pharmacy” to the Nevada campus
 - Presented a lunchtime learning lecture on “Pharmacist Opportunities in Managed Care” to the Utah campus and recruited students to engage in a shadowing experience at SelectHealth
- Jul 2010-Oct 2010 **Preceptor - Managed Care Residency, Clinical Operations Rotation**
SelectHealth (An Intermountain Healthcare Company), Salt Lake City, Utah
- Provided training and guidance on utilizing SelectHealth information systems
 - Facilitated transition to resident coordination of MTM responsibilities
 - Established standards for consistent evaluation of requests for prior authorization review

Sep 2009-Aug 2010

Academy of Managed Care Pharmacy (AMCP) Diplomat

University of Wyoming School of Pharmacy, Laramie, Wyoming

- Engaged and informed pharmacy students as a member of the Residency Roundtable
- Recruited for the SelectHealth Managed Care Residency at the University of Wyoming School of Pharmacy Career Day
- Facilitated the arrangement of a managed care rotation between the University of Wyoming School of Pharmacy and SelectHealth

PROFESSIONAL PRESENTATIONS

Mar 2015

“Health System Management of Specialty Pharmacy Benefits”Presented to graduate students and faculty at a university sponsored bi-annual seminar
University of Florida College of Pharmacy, Gainesville, Florida

Jan 2011

“Review of Antidiabetic Medications”Presented to physicians and nurses within the health clinic
Intermountain Healthcare South Sandy Clinic, Sandy, Utah

Apr 2010

“Biologic Therapies in the Treatment of Rheumatoid Arthritis”
ACPE-accredited Continuing Education Live WebcastPresented to eligible Intermountain Healthcare employed pharmacists
Intermountain Healthcare, Salt Lake City, Utah

Jan 2010

“Drugs for the Treatment of Overactive Bladder”Presented to the SelectHealth Pharmacy and Therapeutics Committee
SelectHealth, Salt Lake City, Utah

Oct 2009

“Improving Performance through Statistical Thinking”Presented to pharmacy managers
Intermountain Medical Center, Salt Lake City, Utah

Nov 2008

“Abuse of Medications for the Treatment of ADHD Within the Treatment Population”Presented as Grand Rounds to faculty and pharmacy students
South University School of Pharmacy, Savannah, Georgia

Sep 2007

***“Rule-based Renal Drug Dosing:
Levofloxacin and Piperacillin/Tazobactam”***Presented to pharmacy directors and staff pharmacists
Baptist Hospital - Downtown, Jacksonville, Florida

POSTER PRESENTATIONS

- May 2010 *"Assessing Compliance, Cost, and Dose Creep Among Biologic Response Modifiers in Rheumatoid Arthritis Treatment from a Managed Care Perspective"*
Presented at the 2010 Western States Conference
Pacific Grove, California
- Apr 2010 *"Assessing Drug Compliance Rates for Osteoporosis Related Treatments in a Managed Care Setting"*
Presented at the AMCP 22nd Annual Meeting & Showcase
San Diego, California

RESEARCH

- Jan 2010-Mar 2010 *Cost-effectiveness of Bariatric Surgery - Internal Review*
In coordination with Dr. Kenneth Schaecher, MD and Dr. Matthew Mitchell, PharmD
SelectHealth, Salt Lake City, Utah
- Performed a preliminary analysis of the pharmacy costs avoided as a result of bariatric surgery
 - Engaged in the study design process and made recommendations on the methods needed to capture additional benefit and remove inappropriate variance in a future comprehensive study

AWARDS/HONORS

- July 2013 Prime Therapeutics' QUASAR Award for recognition of efforts around planning and implementing new lines of Qualified Health Plan business on the Health Insurance Marketplace for Individuals
- April 2015 MBA class inductee into Beta Gamma Sigma honors fraternity

LICENSES AND CERTIFICATIONS

Florida Board of Pharmacy, Licensed Pharmacist
Utah Board of Pharmacy, Licensed Pharmacist
National Institutes of Health, Human Research Certified
America's Health Insurance Plans (AHIP), Managed Healthcare Professional (MHP) Certification

PROFESSIONAL AFFILIATIONS

Academy of Managed Care Pharmacy (AMCP)
American Society of Health-System Pharmacists (ASHP)
Kappa Psi Pharmaceutical Fraternity

