



## Terry McInnis MD, MPH, CPE

Multi-Industry Executive | Board Director | Pharmaceutical Positioning | Strategist | National Speaker | Policy & ESG

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### Executive Profile

Dr. McInnis serves as Founder and President of Blue Thorn Inc. and as the consulting Chief Medical Officer and senior advisor for Arine (Series A funded)- an AI driven technology company devoted to optimizing medications. As a consultant, she has worked with clients across the healthcare spectrum including advanced diagnostics, technology, innovative start-ups, pharmaceutical manufacturers, and health systems in two major domains- medication optimization/therapeutic positioning strategies and enabling financially viable shifts for services/products within value-based business models.

As a 30+ year executive or consultant in a diversity of industries- from the Jack Welch days of GE, GSK, LabCorp, Michelin, to advising large health systems and diagnostic/vaccine and IT startups- such as Calviri and Arine- she brings a unique- all healthcare sector- 360° view with an intuitive ability to quickly spot and mitigate areas of risk/competitive pressure while simultaneously eliciting a company's niche value proposition to fast-track growth. A natural communicator and nationally recognized "futurist" she has led engagements or formally presented at the request of >100 diverse companies and organizations- from Governors to patient advocates- able to paint a viable picture of success and the steps to get there. A true utility player, that 360° ability also allows her to quickly assess whether a company will grow or fail, what pivots can maximize financial/societal success, and which ventures and assets represent "me toos" versus "game changers." She knows where to place the smart bets.

#### Other Key Roles and Accomplishments:

- **US Business Lead for Value-based Care-** LabCorp (NYSE:LH) engaged to develop, execute, and implement a corporate wide value based care strategy pivot for the \$20B revenue company as a top 3 priority. In <12months executed across all 6 highly matrixed divisions resulting in >100 "preferred" ACO contracts and \$MM growth
- **Medical Director Policy and Gov Affairs-** GlaxoSmithKline (NYSE:GSK)- Fed/CMS/DEA and State **policy and regulatory** internal and external advisor, PhRMA, spokesperson, commercialization ; **Corporate Medical Director for North America** (Michelin Tire MGDDY)with responsibility for US, Canada, and Mexico medical, safety, regulatory compliance, **Assoc. Med Dir and Benefits GE Power** (NYSE:GE)- P&L responsible for HMO/POS bids in 2 states with \$40M in health spend; **CMO VACG-** a start-up health plan- assumed all aspects of ground to viability for the VA CCM bid, **Chief Transformation Officer-** CHES- led all engagements for risk services/contracts; **SSB Senior Advisor-** Led consulting engagements for multiple health systems in successful transitions to at risk VBC arrangements and medication management strategies
- **US Air Force Flight Surgeon (USAF- Captain)-**served 4.5 yrs during desert shield/storm as AirDoc2 directly supporting 38 space shuttle launches and landings- Air Medal, MSM, AF Commendation, and Company Grade Officer of the year commendations

#### Board Service and Education:

**Strategic Advisory Board-** Medecision, Cureatr; **Board of Pharmacy Specialties-(2016-21)** non-pharmacist director- certification grew >90%. Terry recommended to increase the clinical care emphasis resulting in a significant shift in exam weight- Nominating Committee and Foreign Country Residency recognition committee; **GTMRx-** Co-Founder and former Board Chair- took from start-up non-profit to a nationally recognized organization for medication optimization; **AIMM (Alliance for Integrated Medication Management)-** former Board Chair- previously HRSA funded national effort to galvanize medication optimization; **Board of Trustees-** Thornwell Home for Children. She earned her MD from Wake Forest University-NIH student scholar, residency and MPH from Oklahoma University, Board Certified-Preventive and Occupational Medicine, a Certified Physician Executive, and former course advisor, guest faculty Dept. of Continuing Ed.\_ Harvard.

**Personal:** She is an instrument rated pilot, active in her church, enjoys golf and hiking, and loves her rescue dog- Gingsnap.