

## **JOHN J. GLYNN**

John J. Glynn is President of J. Glynn & Company, Oakland, CA, a company devoted to sustainably lowering the cost of healthcare by increasing the quality of the care provided, and by promoting health improvement programs. J. Glynn & Company's services include: fair market valuation, litigation support, and health care solutions for providers and employers/purchasers of health care services and insurance products. J. Glynn & Company and Katz & Associates have collaborated on numerous litigation support and financial improvement assignments for health providers, insurers, and purchasers.

Mr. Glynn is a business & information systems professional with over 30 years of experience in health care services. His practice focuses on business negotiation, regulatory compliance and information system needs of employers, labor unions, health plans, hospital systems and large medical group providers in every major market in the United States. This experience has qualified him to provide forensic examination and neutral expert witness testimony in healthcare finance, regulatory compliance, commercial contracting in Federal & State courts, legislative hearings and regulatory agencies, including the Federal Trade Commission, CMS' Provider Reimbursement Review Board, and Workers Compensation Appeals Boards.

Since 1977, he has been negotiating healthcare relationships to improve quality and financial performance including for some of the first direct employer-provider contracts with Fortune 100 companies and Diplomatic Missions to the US.

Mr. Glynn serves as senior advisor to the California Education Coalition for Health Care Reform and the California Health Care Coalition, two joint labor-management purchaser collations that collectively represent the interests of nearly 5 million Californians.

Other representative clients have included public and private sector employers and labor unions, health plans, hospital systems, and multi-specialty medical group practices in every major market in the United States. This multilateral perspective has been instructive in identifying interests critical to creating wise solutions for his clients.

Prior to founding J. Glynn & Company, Mr. Glynn was Chairman and CEO of an information systems developer that specialized in managed care contract decision support tools and claims pricing systems for 325 health plans and multi-facility hospital organizations across the nation. His early career included financial management and operational roles in health plans, hospitals and medical groups.

Mr. Glynn is an Advanced Member of the Healthcare Financial Management Association and holds membership in the International Foundation of Employee Benefit Plans, the Medical Group Management Association, and the American College of Medical Practice Executives. He is the recipient of the 1989 HFMA Author of the Year Award and the 2001 Follmer Bronze Merit Award. He has been a national industry speaker and author for various health care professional organizations, and a bipartisan advocate for healthcare in both the Reagan and Clinton White House.

His undergraduate studies were in biology at St John's University in New York and his graduate studies were in Healthcare Administration/Finance at Golden Gate University in San Francisco.