



COLLEGE of AMERICAN
PATHOLOGISTS

Tactical Considerations for Contract Negotiation: A Q&A Session

Moderators:

Amanda Zand, MD, MPH
David A Novis, MD, FCAP

Panelists:

Greg Walker, FACHE
Bob DeColfmacker, MPA
Jane Pine Wood, Esq.

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Amanda Zand, MD, MPH

- Member – Practice Management Committee
- Master of Public Health (M.P.H.)
- Post-Sophomore Fellowship at the University of Missouri – Columbia
- Third-year AP/CP pathology resident at the University of California, Los Angeles



David Novis, MD FCAP

- Owner, CEO Novis Consulting LLC.
- Managing Partner (Ret.), Young Novis PA
- Entrepreneur, Business Developer
- Lean Certification, University of Pittsburgh and Henry Ford Hospital
- Past CAP Positions:
 - Speaker of the House of Delegates
 - Member of CAP Board of Governors
 - Vice Chair Quality Practice Committee



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The information in this presentation is provided for educational purposes only and is not legal advice.

Jane Pine Wood, JD

- Thirty-seven years of legal representation of physicians, laboratories, health systems, diagnostic providers, clinics, skilled nursing facilities and other providers in regulatory, contractual and commercial matters.
- Counsel, McDonald Hopkins, LLC (2024 to present)
- Chief Legal Counsel and Member of Executive Committee, BioReference Health, LLC (2016 to 2024)
- Member (Partner), McDonald Hopkins, LLC (1988 to 2016)
- Board member of the American Pathology Foundation



Greg Walker, FACHE

- President & Chief Executive Officer, Wentworth-Douglass Hospital and Health System (Ret.)
- Past Chairman of the Board of Directors, New England Life Care
- Past Member of the Board of Directors, NH Hospital Association, Tufts Health Freedom Plan
- Past Member, Joint Commission's Center for Transforming Healthcare Leadership Council (Ret.)
- Author and nationally recognize speaker on health care management, Lean/Six Sigma, hospital design, and disaster planning



Robert DeColfmacker, MPA

Senior Executive Advisor

- Senior Consultant, Stevens Strategy, providing executive advisory services to the boards & management teams of colleges and universities worldwide
- Primary engagements include detailed strategic planning, merger and acquisition analysis & executive coaching & development
- Experienced board member & board chairman in both higher education and healthcare enterprises, including Southern New Hampshire University (SNHU) & Wentworth Douglass Hospital and Health System
- Experienced Interim Chief Executive Officer & Chief Financial Officer in institutions of higher education



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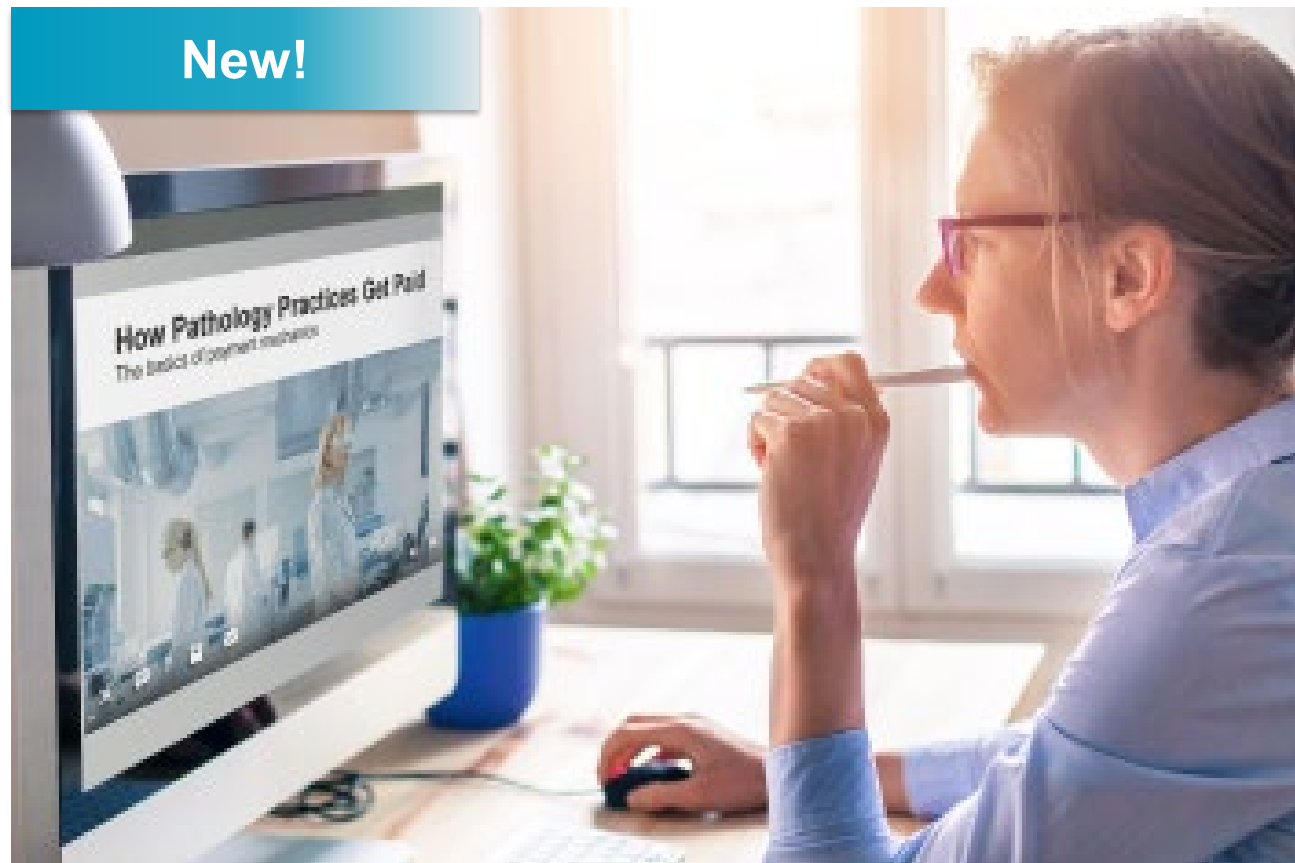
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 - <https://www.cap.org/member-resources/articles/category/practice-management>
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