

PSG & EXPRESS SCRIPTS: Working Together in a New Way



AN EPIC COMPANY



Consultant Relations



Hi, I am **Alaina Sandhu**, the **Senior Director of Consultant Relations**, and your main point of contact.

As your liaison and trusted advisor, I will collaborate to support our overall relationships and combined strategies. By participating in cross-functional initiatives within the organization, I will drive continuous operational/service excellence and champion innovation. Prior to joining Express Scripts, I served as a pharmacy and health benefits consultant at large national consulting firms, leading complex client engagements in overall health and benefits management and pharmacy benefit strategy.

On a personal note...

In my spare time...I enjoy spending time with family & friends, traveling, outdoor excursions and culinary adventures (followed by, shall we say, "experimental" cooking attempts at home). A personal passion of mine is making a difference in mental health/advocacy.

Heading into 2022, I'd like to optimize our focused team structure to have more innovative/forward thinking discussions with your firm on strategic partnership opportunities. There continues to be significant potential to create value and meaningful solutions to drive health care forward for our clients and the broader industry—I hope our 2022 discussions are fruitful in this regard.

New Sales



I'm **Michelle Connelly**, the **VP of National Account Sales**, and your contact for all sales opportunities >50k lives.

I joined Express Scripts in 2017. Prior to coming aboard, I spent over 10 years as a Sales Director at WebMD and Alere (now Optum), marketing and selling well-being and population health management solutions to national employers. Prior to this, I worked in human resources and benefits.

I am actively working with our innovation product team to develop and deliver new solutions to our employer clients, including how the products and services integrate with overall health management and deliver sustainable outcomes.

On a personal note...

Wife. Christian. Sister. Lover of food and cooking. All things shopping and gift giving. Enjoy being creative and caring for my family. Always happy and joyful.

My goal for 2022 is to increase the lives Express Scripts cares for by growing our business, together. Providing great service during the sales process and beyond. Being an honest and trusted advisor.



I'm **Dan Milkens**, the **VP of Key Account Sales**, and your contact for all sales opportunities <50k lives.

I bring nearly 30 years of experience in the healthcare industry, including 20 years at Express Scripts. I take pride in being a trusted advisor and advocate for the health and pharmacy benefit consultants I've worked with over the years. I have a strong track record of success which I attribute to my keen understanding of how to best match client goals and objectives with Express Scripts' differentiated solutions. The firms and consultants I work with value the experience, knowledge and perspective I bring to the projects we collaborate on together.

On a personal note...

I enjoy spending time outdoors with my wife - hiking, biking and playing tennis. I am passionate about food - cooking and eating - and fancy myself to be a bit of a mixologist. I am also the proud father of two Ohio State Buckeyes.

I look forward to growing & expanding the business relationship that currently exists between our firms.

It's my goal to be the trusted partner you need and can count on to demonstrate why Express Scripts should be the PBM of choice for your clients.



I'm **David Sozinho**, the **VP of Health Plans Sales**, and your contact for all health plan sales opportunities.

I joined Express Scripts in 2018 as a Vice President of Sales for the Western Region. I have over 20 years of experience in healthcare sales and account management focusing on identifying market opportunities to foster growth in highly competitive markets. I pride myself on having an in-depth knowledge of products, team building, and an open-minded approach in a complex selling environment. I am committed to being an honest and trusted advisor, providing great service during the sales process and beyond.

On a personal note...

I love to spend quality time with my wife, Lisa. We have been married for six years, and we have five children. All of my free time goes to making sure the kids are where they need to be, whether it's school, activities, or friends.

My biggest personal accomplishment is completing the San Diego Marathon in 3 hours and 23 minutes.

My 2022 professional goal is to increase the lives Express Scripts cares for by growing our business, together.

Underwriting



I'm **Renae Branciforte**, your **Commercial Underwriting Lead**.

My team partners with you to provide strategic and affordable solutions with competitive rates.

On a personal note...

I am a beach bum at heart and during the summer months you will find me firmly planted in a beach chair at the Jersey Shore. My other interests include cooking (I always enjoy looking for new recipes), reading (thrillers are my go-to), enjoying a cocktail with my girlfriends (Dirty Martini's or a glass of Cabernet) and taking my dog Charlie for a walk. I am also passionate about our veterans and I am currently repurposing my books and donating them to Vietnam Veterans of America.

My 2022 professional goal is to deliver accurate, competitive, compliant, and timely bids.

Bid Strategy & Execution



I'm **Jimmy Roach**, your designated **Bid Strategy and Execution Representative**.

I support the relationship by ensuring that RFP response content is aligned to your strategy. I am supported by a team of Proposal Managers responsible for RFP execution and management.

On a personal note...

In my free time, I enjoy music and playing with my two-year-old toddler. I am also a dedicated Boston sports fan and have recently begun mastering the art of home improvement.

My goal in 2022 is to improve consistency and quality throughout our RFP responses.

Account Management



I'm **Tracey Caldiero**, your **Account Management Business Leader** for commercial clients.

I serve as your executive sponsor across the Account Management organization and as a point of contact for direct client global needs. Your account management team will continue to serve as your trusted advisors and service managers for day-to-day client specific needs.

On a personal note...

I strive to be present in the moment and keep a positive outlook on life, no matter what comes my way. I love to cook and try new recipes/foods from many different cultures. I enjoy travelling, hiking, and spending time with family and friends. My greatest accomplishment was obtaining my MBA in Management while working full-time, and raising my two beautiful children, who are currently attending college.

My goal for 2022 is to deliver value to clients beyond pharmacy benefits through Evernorth.