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HEALTH SYSTEM CONSULTANT
Pharmacy and Healthcare Author & Educator

Highly qualified executive offering more than 20 years of multi-faceted healthcare management experience. Results-focused with proven ability to develop new marketing strategies and fresh clinical approaches to the delivery of health services with the highest quality and the greatest possible efficiency. Superior record of delivering simultaneous large-scale, mission critical projects. Team based management style and excellent interpersonal, communication, and presentation skills.

Innovative pharmacy educator offering fresh insight and a passion for balancing proven science with new technologies. Author and Contributor to professional, technical and trade publications. Dynamic leader and mentor, able to build team cohesion and inspire individuals to ever-higher levels of achievement.

- Automated Compounding Technologies
 - Bar Coding Technologies
 - Bid and contract negotiations
 - Business process review
 - Clinical Presentations & Public Speaking
 - Compounding Methodologies and Formulations
 - Compounding Expertise & Compliance (USP <795> and <797>)
 - Continuing Education & Staff Development
 - Controlled Process & Policy Development
 - Executive Coaching & Mentoring
 - Facility Design & Construction
 - Formulary management
 - Large scale project management
 - Long term care consulting
 - Management consulting
 - Market surveys and data collection
 - Medical Information Systems
 - Outsourcing - Contract Compounding
 - Productivity enhancement
 - Quality Management Planning
 - Regulatory Affairs & Compliance
 - Sales & Marketing Strategies
 - Strategic planning and execution
 - White Paper development & Medical Writing
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PROFESSIONAL EXPERIENCE

Certified Consultant Pharmacists Healthcare Associates, Inc.

(CCPi) – Chatham, NJ

Principal

(2006 – Present)

Certified Consultant Pharmacists Healthcare Associates, Inc. (CCPi) is a Chatham, NJ based Healthcare consulting firm founded in 1995 to provide the highest quality consulting services to the Long Term care communities of NY, NJ, and PA.

CCPi now provides its expertise to several areas of pharmacy practice including regional compounding, <USP 797> compliance, regulatory affairs, and Quality management.

CCPi's mission is to provide value through experience, expertise, and unsurpassed customer service.

www.ccpirx.com

SOLUNET, LLC

(A WHOLLY OWNED SUBSIDIARY OF CORAM INC.)- Totowa, NJ

Vice-President of Operations (2004 - 2006)

Service Center Manager – Totowa, NJ (2003 – 2004)

Leader of the corporate Operations Group. Primary responsibilities included: Facility design and construction, sales and customer development, as well as direction of daily production operations. SoluNet was a leader in the provision of compounded sterile preparations to Hospitals and Long-term Care vendors. The company's major product lines were TPN, Cardioplegia, CVVH & CRRT, as well as custom large & small volume parenterals. SoluNet lead the Nation in USP 797 compliant clean room facilities, using unique technologies and software to provide the highest quality preparations.

HEBREW HOSPITAL CORPORATE SERVICES

(HHCS, INC.) – Bronx, NY

Chief Clinical Operations Officer (1998 - 2003)

Director of Central Supply Services (1995 – 1998)

Director of Pharmacy Services (1994 – 1998)

Recruited initially to modernize, expand and market pharmacy services for the 480 Bed SNF main campus. Challenged in 1995 with the re-engineering of purchasing services, materials management, and the bids & contracts process. Reorganized and consolidated all clinical, diagnostic & imaging, and outpatient services in 1998, adding sub-acute, hospice, and respite beds to the health-system. Expanded operations to multiple campuses in 1998, and transformed this organizational unit into a multi-disciplinary clinical leader. Implemented multiple software applications over the WAN of the health system.

As the head of the Operations Team, I was responsible for all Clinical Service components within this multi-centered 100 million-dollar health system it was my

paramount responsibility to balance the clinical concerns of the system with the logistical realities of the current market. Other duties included Managed Care Contracting, HIPAA Compliance, P&T Responsibility and Strategic planning and marketing. The system contained over 700 nursing home beds (including sub-acute, respite & hospice beds), two adult day care Programs, a long term home healthcare agency, a licensed home care services agency, and a senior housing division.

CAREMARK, INC.

(A BAXTER HEALTHCARE COMPANY) – Totowa, NJ

Manager of Pharmacy Services (1993 – 1994)

Complete responsibility for the Pharmacy, Technical, Support, and Customer Service personnel in one of the company's premier JCAHO accredited branches. Paramount duties in this area were staff development, clinical and technical assistance, along with the total quality management of the clinical operations. Responsible for implementation of the Branch Quality Management Plan. Integral in the management of the local patient outcomes database. Prescription compounding production at this facility increased to 15,000 parenteral dosage units monthly, and staff was expanded to maintain a patient base of over eight hundred. Special projects included, development of a home blood transfusion service program, specialized clinical support for off-site oncology business initiatives and analysis and implementation of clinical regionalization projects.

OCEAN BREEZE PHARMACY & INFUSION CARE

(A DIVISION OF STATEN ISLAND UNIVERSITY HOSPITAL) – Staten Island, NY

General Manager of Pharmacy Services (1990 – 1992)

Dispensing Supervisor / Infusion Pharmacist (1989 – 1990)

Hired initially to supervise the compounding area and oversee the production of extemporaneously compounded products. In charge of policy development for patient counseling and consultation, including institutional and home visits. Coordinated outside nursing to provide full service homecare.

As the General Manager, I was charged with the overall supervision of pharmacy, technical, and clerical personnel. Administrative duties included third party contract billing and negotiations. Responsible for overseeing billing and record keeping functions as well as accounting procedures. Direct design & development of both prescription and over-the-counter market programs. Developed special software applications to monitor specific demographics and track drug usage as well as physician prescribing habits. Expansion of patient base enabled this multicenter business group to exceed sales projections for three straight years. In 1992 the total annual sales were in excess of ten million dollars.

SAV-ON / SUPER-X DRUG, INC. – Staten Island, NY

Assistant Manager / Pharmacist (1988-1989)

Responsibilities included supervision, training, and scheduling of technical staff. Aided in increasing prescription volume by development of special community outreach programs. Encouraged patient dialogue through counseling to increase ancillary sales.

THE UPJOHN COMPANY

(NEW YORK SALES AREA) – Kalamazoo, MI

Sales Representative (Level II) / Field Trainer (1985-1988)

Influenced physician-prescribing habits daily. Served a large inner city territory encompassing both primary care and hospital based prescribers. The average sales growth across my tenure was over twenty percent, and in the final year the total combined sales for the territory was over \$1.2 million dollars. Additional duties included assisting the district manager in interviewing, screening, and training of new sales personnel.

EDUCATION

Arnold and Marie Schwartz College of Pharmacy, Long Island University
(Bachelor of Science in Pharmacy, June 1985)

Degree awarded with the following:

Member of the Executive Dean's Society
Member of the University's Honors Program

HONORS AND AWARDS

- Assistant Professor of Pharmacy Practice, Schwartz College of Pharmacy, LIU (1999-Present)
- Member of the Experiential Education Council, Schwartz College of Pharmacy, LIU (2002-Present)
- Regent of the NY Graduate Chapter, Kappa Psi Pharmaceutical Fraternity (1990-Present)
- National Public Relations Director, Kappa Psi Pharmaceutical Fraternity (1995-1999)
- Executive Board Member, Alumni Association Schwartz College of Pharmacy (1990-2000)
- Delegate to American Pharmaceutical Association's House (1992-1995, 1998 & 2007)
- Executive Board Member, Empire State Pharmaceutical Society (1991-1993)
- National Patient Counseling Competition Finalist (Sponsored by the USP, 1985)

CONSULTING EXPERIENCE AND APPOINTMENTS

- ***New Jersey State Board of Pharmacy (Rules and Regulations Committee)***

In 1993, developed a major portion of the IV Admixture regulation for Department of Consumer Affairs. Working with the NJ Attorney General's Office in a consultant capacity, assisted in developing a working enforcement guideline for the new IV regulations. Currently, a member of the State Board's select committee on <USP 797>, developing policy, regulation, and statutory recommendations to the Board to assure that NJ keeps pace with the evolving practice area of Sterile IV Compounding.

- ***Aventis Pharmaceuticals (US Medical Affairs - Cardiovascular Scientific Team)***
Reviewed marketing strategies, associated detail pieces, and package insert changes for Lovenox™ (enoxaparin sodium) Injection as part of Local Consultants Program.
- ***The Schering Corporation (Sales Training and Development Group)***
Developed educational seminars geared to field sales personnel addressing the differences in approach and concerns within the different sub-specialties of physicians and other clinical personnel. This interactive lecture was included as part of Schering's sales training program. The major learning objective was the tailoring of details and presentations to stay on message and focused on the specific concerns of the audience.
- ***ITW Texwipe® (Marketing Department)***
Consultant and lecturer to the Sales and Marketing departments of this manufacturer of USP <797> compliant cleaning supplies, and devices.

PROFESSIONAL LICENSURE

- New York
- New Jersey

PROFESSIONAL SOCIETY MEMBERSHIP

- American Pharmacists Association
- American Society of Health System Pharmacists
- Kappa Psi Pharmaceutical Fraternity

PERSONAL DATA

- Eagle Scout with Silver Palm (Boy Scouts of America)

REFERENCES

Furnished upon request.