



## Sam Shalala IV, MBA

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As vice president, business development (West), Sam consults with prospective member organizations on how they can benefit from Employers Health's array of resources and solutions, including the \$3.5 billion group purchasing solution for PBM services.

Before Employers Health, Sam helped lead the New Mexico Coalition for Healthcare Value, a former Robert Wood Johnson Foundation 'Aligning Forces for Quality' grantee. While there, Sam championed health care transformation strategies including value-oriented payment methodologies, health care price and quality transparency mechanisms and employer value-based purchasing.

Sam earned his MBA in healthcare administration and a bachelor's in education and health science studies from Baylor University. Sam was also a letterman and captain of the Baylor Bear's football program.