

June 18, 2019

Organizational Announcement

I would like to introduce **Doug Jones** and **Brad Hendrix** who join our Corporate Accounts team. Doug will be supporting the Spine Division as Director Corporate Accounts-Spine. Brad will be supporting both the Joint & Spine Division as Corporate Accounts Specialist. Doug will be reporting to me and Brad will be reporting to Matt McCarthy whom continues to manage the Joint Division for Corporate Accounts. They will both be located in our Nashville Headquarters.

Doug will help in accelerating growth by creating and implementing contracting strategies across all product categories for Spine by developing and executing business plans for assigned accounts that include Independent Delivery Networks (IDN), Independent Hospital Networks (IHN), multi-hospital health systems, ASCs, and Government Purchasing Entities. He brings over 30 years of experience in the Health Care industry, including 19 years with DePuy Orthopaedics and 10 years with HealthTrust. During his time with Depuy he held positions in Sales Management, National Accounts Management, Contracting and Pricing Strategy Development. During the past 10 years with HealthTrust he served as AVP Clinical Operations, Business Development and Service Line Sales. Doug brings with him a wealth of strategic knowledge and numerous relationships that will continue to help propel Medacta's sales.

Brad will play a key role in automating and fine-tuning our contracts and pricing functions as Medacta's contracting volume continues to grow and the terms become more complex. He will be an excellent resource for all cross-functional departments, especially the sales team, allowing them to spend more time selling. Brad comes to Medacta with over 26 years of data analytics, contract management, and materials management experience with leading healthcare organizations including Quorum Health, Community Health Systems, and HCA.

Doug and Brad will work from our new corporate headquarters in Franklin, Tennessee. Please help me in welcoming them to the Medacta USA team!

Sean Fitzsimmons
Vice President, Market Development