



DEBORAH HODGES

President and CEO of Health Plans, Inc.



ABOUT DEBORAH HODGES

Deborah Hodges' inspiring career at Health Plans, Inc. (HPI), a leading Third Party Administrator (TPA), began twenty-five years ago as a regional sales executive whose goal was to develop the company's self-funded sales team. Through her efforts, Deb has become a highly-respected industry expert in circles far beyond Massachusetts where HPI was founded more than 35 years ago. She has held several leadership positions within the organization including Vice President of Sales and Marketing and Senior Vice President before being promoted to company President in 2014.

Entrepreneurial Spirit

Deb's genuine, confident demeanor and sharp mind are two of the many reasons industry colleagues seek her out when a new strategy needs to be explored or a unique challenge needs to be met head on. Within HPI, Deb works with her executive leadership team to cultivate an engaging, entrepreneurial culture whereby employees are appreciated and encouraged to think beyond standard expectations to find new ways of adding value to the customer experience.

Trusted Strategic Partner

One of the key factors behind Deb's successful leadership is her ability to listen empathetically to build trust and effective relationships. When working with clients she takes care to understand their unique challenges, business objectives and long-term goals. With forward-thinking and a keen ability to think outside of the box, Deb empowers her employees to customize solutions that not only meet each client's specific needs, but also delivers on HPI's proven ability to improve health, minimize risk and reduce overall health benefit spend.

Architect of Expansion

In 2005, Deb helped champion HPI's acquisition by Harvard Pilgrim Health Care (HPHC), a non-profit health services company based in Wellesley, Massachusetts. Working with the leadership of HPHC, Deb helped drive and solidify HPI's position in New England as the premier administrator of, self-funded health benefit plans. With a shared vision for innovation and growth, Deb's current focus is on leading the expansion of service offerings and increasing the number of geographic markets served through HPI and HPHC's family of companies and evaluating investment opportunities which support HPI's

mission, vision and goals. She oversees a brand awareness strategy positioning HPI on the national stage as a first choice solution for consideration by employers wanting more control over rising health care costs – without compromising access to quality care and value.

Under Deb's leadership, HPI and its subsidiaries have increased their reach of providing services nationwide through its comprehensive suite of fully integrated programs including population health management and wellness services. Currently, with five locations, HPI is one of the largest TPAs in the country and has seen an increase in membership of nearly 32% over the last three years.

HPI continues to prove itself as an industry-leading TPA through its flexibility, expertise, best-in-class solutions and proven results for solving unique health and benefit challenges for its clients.

With a commitment to quality, technology, transparent reporting and personalized service, HPI sets itself apart by delivering greater health care value to more than 270 clients and 230,000 members.

Deb is a Board member of Employers Health Network Holdings and a previous member of the Government Relations Committee for the Self Insurance Institute of America, Inc. (SIIA).

When not at the office, Deb enjoys spending time with her family, three dogs and two horses in the same Boston suburb where she was raised. She is an avid Boston sports fan and a passionate supporter of local law enforcement and humane society charities and educational programs in the American Morgan Horse Association.

CONTACT

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