

## **Randi S. Tillman DMD, MBA**



Randi has over twenty-five years of experience in the healthcare industry. Her breadth of experience includes medical plans, dental plans and the biotech industry. She understands both the payer and the provider perspective. Randi is a dentist with solid business acumen. Her ability to lead multi-functional collaborations, has allowed her to become skilled in bridging the gap between clinicians and payers. In this capacity, she has worked in executive and clinical positions in dental managed care where her responsibilities included the recruitment and retention of provider networks, the establishment and implementation of policy and the analysis and implementation of alternative payment methodologies.

Randi is skilled in the substantive analysis of state dental Medicaid plans. She has held executive management positions at CIGNA Health Care; Oxford Health Plans and Empire Blue Cross and Blue Shield. Randi began her dental career as an Associate Professor of Dentistry at the Columbia University School of Dental and Oral Surgery, where she was the Principal Investigator for a grant from the NIDR.

In addition, to her dental management experience, Randi also has substantive experience in the biotech and medical device industries. The ever-increasing demand for evidenced based decision making in the healthcare sector, has led to payer requests for credible health economic and reimbursement data. In response to complicated and fluctuating market needs, Randi has assumed leadership positions in the area of strategic market access, including roles with Ethicon (Johnson & Johnson); sanofi-pasteur and Elan Pharmaceuticals. Her responsibilities have included overseeing the dissemination of pharmacoeconomic data to the economic stakeholders at both Medicare and Medicaid.

Randi has her Bachelors degree from Tufts University; her DMD from the University of Pennsylvania and her MBA from Columbia University. She is a former member of the Board of Directors of the Gies Foundation for the Advancement of Dentistry; as well as a member of the International College of Dentists and the American College of Dentists. Randi is also a member of the New York State Oral Health Plan Advisory Committee.

## **D. Scott Navarro DDS, MHSA**



D. Scott Navarro is the Vice President, Professional Services and Dental Director of Delta Dental of New Jersey.

Dr. Navarro's extensive experience includes a position as Dental Director at United Concordia Companies, Inc., and Associate Medical Director at Blue Cross/Blue Shield of Michigan. Dr. Navarro practiced general dentistry for ten years in the Upper Peninsula of Michigan. He is a member of the Delta Dental Plans Association Dental Policy Committee. Dr. Navarro has served as an alternate representative of the Delta Dental Plans Association to the

American Dental Association Code on Dental Procedures and Nomenclature Code Revision Committee. Dr. Navarro is a member of the Board of Trustees of the Delta Dental of New Jersey Foundation.

From 1991-1997, he was Chairman of the Blue Cross Blue Shield Dental Advisory Committee. He was also a Board Member of Dental Network of America (DNOA) from 1987-1993. Dr. Navarro was President Elect of the Detroit District Dental Society.

He is a member of the International College of Dentists, American College of Dentists, Pierre Fauchard Dental Honorary Societies, and is past President of the American Association of Dental Consultants (AADC). Dr. Navarro also served as editor of *The Beacon*, the journal of the AADC, from 2003-2006. In 2003, Dr. Navarro received the Dr. Israel Shulman Award for Meritorious Service from the AADC for outstanding contributions to the organization.

In 2003, Dr. Navarro served as Clinical Assistant Professor, Department of Community Health, University of Medicine and Dentistry of NJ. From 1982-1995, he served as a non-resident lecturer at the University of Michigan School of Public Health.

Dr. Navarro received his DDS from the University of Michigan School of Dentistry; and his MHSA from the University of Michigan School of Public Health.

*The views and comments expressed by Dr. Navarro in this presentation and discussion are his alone. He is appearing in his personal capacity and not as a representative of Delta Dental or any of its affiliates.*