

# GREGORY O. CALLAHAN, MBA

Senior Consultant

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## Current Responsibility

Gregory Callahan has been with Milliman for three years and is located in the Orlando, Florida area. His current responsibility is largely focused in the pharmacy benefit management (PBM) health practice.

Greg's primary responsibilities include:

- PBM contracting, auditing, and request for proposals (RFPs)
- Client cost analysis
- Pharmacy benefit vendor selection
- Healthcare reform
- Benefit planning
- Benefit operations management
- Vendor oversight
- Benefit design

## Professional Work Experience

Greg spends much of his time preparing and speaking at leading industry conferences while helping his clients manage the pharmacy/payer/PBM landscape. Greg has held high profile account management positions within the PBM industry spanning more than 13 years over multiple lines of business including Managed Healthcare (Medicare), Coalition / GPO, Taft-Hartley, Commercial, Third Party Administrators, 340B, and fully insured Managed Care Organizations. His consulting specialty is the prescription drug benefit market with experience in prescription benefit operations, PBM contracting, and pharmacy program development. He has demonstrated success in strategic planning, problem solving, and has a successful track record of overall cost management, with an emphasis on practical and focused solutions.

## Education

- MBA, Healthcare Management, Western Governor's University
- BGS, Management, Brigham Young University
- Large / Complex Account Management Certification, Miller-Heiman

## Presentations and Publications

### Speaking Engagements

- 2020 PBMI National Conference. Panelist, Blockchain technology and its possible application in the PBM industry. Orlando, FL
- September 2019, PBMI Annual Specialty Conference. "Leveraging your PBM Specialty Contract." Minneapolis, MN
- 2018 Wall Street Healthcare Insight Series Hosted by Morgan Stanley – 2019, "Drug Pricing Transformation: Expert Perspectives." New York, NY (Wall Street)
- California Association of Health Plans 2019 Seminar Series, "Importance of Managing Rx Benefits." Los Angeles, CA
- Milliman Health Forum, 2018, "PBM Contracting: Get Back To Basics."
- CBI Annual PBM Contracting Conference, 2018, "PBM Contracting Strategies." Chicago, IL

### Recent Publications

- [\*PBM Best Practices Series: Standard or custom formulary: Which option is better for your plan?\*](#) (Milliman Article, 2021)
- [\*PBM Best Practices Series: Clinical programs and value-based decision-making\*](#) (Milliman Article, 2021)
- [\*PBM Best Practices Series: Performance Guarantees\*](#) (Milliman Article 2020)
- [\*PBM Best Practices Series: Rebate audit services\*](#) (Milliman Article, 2020)
- [\*Best practices for effective PBM contracting\*](#) (Milliman White Paper, 2020)
- [\*How blockchain technology will disrupt the PBM-payer-pharmacy relationship\*](#) (Milliman Briefing Paper, 2019)
- [\*First Report Managed Care\*](#), 2019, Interview publication