

Faye Potts has over twenty-five years of health plan management and consulting experience. She works with health plans, hospitals and physician organizations in the areas strategic and business planning, new program development, provider network development and managed care contract negotiations. In her consulting role, Faye has executed successful and cost effective network development projects for both commercial and government programs. Her strengths include solid contract negotiation skills, creative problem solving and effective staff interaction and management. She has been recognized for consistently achieving financial goals and timeline targets.

Ms. Potts has held management positions at major health plans throughout the country, including Health Net, Aetna (Partners and Aetna Government Health Plans), and several Blue Cross and Blue Shield Plans. She has served as a content expert for several developing e-health start-ups and has provided Interim Management to hospital systems in the areas of managed care and marketing/business development.

Prior to consulting, Faye Potts held management positions at health plans and hospital systems in the areas of provider contract management.

Ms Potts was the Vice President of Provider Network Management for Health Net in Northern California. Prior to that position, Faye was the Director of Provider Networks for Aetna Government Health Plans and was Director of Managed Care for California Pacific Medical Center in San Francisco. Faye has also held management positions at Partners National Health Plans in Dallas and Blue Cross and Blue Shield of Florida.