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## **HELIO Strengthens Government Pricing Expertise with New Leadership Appointments**

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MORRISTOWN, New Jersey – Helio Health Group LLC (HELIO), a leading boutique compliance consulting and SaaS technology firm for the life sciences industry, announces the appointment of Chris Cobourn and Joe Skupen, effective April 1<sup>st</sup>. Both executives will oversee the emerging government pricing (GP) practice within HELIO.

As Managing Director and GP Practice Lead, Chris Cobourn—an authority in GP operations and compliance—brings his extensive advisory expertise to HELIO. Chris will be responsible for conducting GP compliance assessments, assisting with program enrollment, providing GP managed services, and applying HELIO’s technology-enabled solutions to the field of GP.

New Senior Advisor and Technical Leader, Joe Skupen, CPA is a highly skilled professional in compliance, finance, government pricing, contract evaluation, and fair market value (FMV) within the life sciences industry. He will bring his considerable experience to his new role at HELIO in the areas of GP and FMV evaluations.

“We are pleased to officially welcome Chris and Joe to the HELIO team,” said Manny Tzavlakis, Managing Partner of HELIO. “Their collective deep experience in government pricing, FMV evaluation, and healthcare compliance will be invaluable to HELIO as we grow our business and continue pursuing our mission to serve the life sciences space.”

Chris and Joe will lead HELIO’s GP practice group, which they have already developed and trained over the past three years while collaborating with HELIO as independent consultants. The GP group honed their subject matter expertise and practical skillset working on projects ranging from independent review organization (IRO) preparation, GP compliance assessments, and third-party compliance reviews. HELIO is poised to continue providing comprehensive GP advisory services to the life sciences industry.

Chris brings nearly 25 years of industry experience to his new role. He is a GP subject matter expert that has substantial experience with the Medicaid Drug Rebate Program, Medicare Part B (ASP), the 340B Drug Pricing Program, the VA Federal Supply Schedule, and the Tricare Program. Chris implemented GP calculation operations at more than seventy drug manufacturers, performed risk-based GP assessments for over fifty drug manufacturers, and conducted due diligence to identify potential risks and implement mitigation strategies during the product acquisition process. Now, Chris brings his depth of knowledge to HELIO’s GP practice.

“I am excited to join HELIO and bring my GP experiences and services to the industry,” said Chris. “I have been working in GP for many years, and as a certified “GP Geek” I am excited by the energy, enthusiasm, and commitment to GP by the HELIO team, and I can’t wait to leverage our experience to help manufacturers build sustainable GP programs!”



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Joe brings over 30 years of professional experience to his new role at HELIO. He worked in both domestic and international accounting and healthcare matters. Joe previously held senior roles in accounting, compliance, market access, GP, and internal audit divisions across multiple global biopharmaceutical companies. In these roles, Joe was responsible for regulatory and legal compliance, contract evaluation and negotiation, and compliance auditing. He has conducted numerous reviews of GP calculations, payments, chargebacks, and rebates involving contractual arrangements with third party wholesale distributors for branded, specialty, and generic pharmaceutical products. Joe's breadth of expertise will be invaluable as HELIO continues to expand its services within the life sciences industry.

"I am excited to be joining HELIO and working with Chris to bring our collective experience in industry and consulting to our clients in support of government pricing, FMV evaluations and healthcare compliance engagements," said Joe. "The combined industry and consulting expertise we bring together will enable our clients to have a team that understands the entire spectrum of issues a client faces in the government pricing area, from regulatory compliance to operations."

Chris received his Bachelor of Arts degree in History and his Master of Education degree from the University of New Hampshire. Prior to joining HELIO, Chris has held positions at KPMG, Compliance Implementation Services, and Huron. Most recently, Chris has worked as an independent consultant providing comprehensive GP support for biotechnology and pharmaceutical manufacturers.

Joe obtained his Bachelor of Science degree in Accounting from King's College and a graduate certification in Healthcare Compliance from the George Washington University School of Business. Prior to joining HELIO, Joe has worked at AstraZeneca, Sanofi, Navigant, and Guidehouse.

### **About HELIO**

HELIO is a dynamic boutique consultancy and SaaS technology company focused on life sciences. We specialize in the complex fields of compliance, operations development, and patient services. Our life-long passion and personal expertise help our clients achieve greatness in this critical industry. **We live life sciences.**

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