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## MATT SCANTLAND



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Matt Scantland is a successful technology CEO, entrepreneur, investor, large company executive, and civic leader. Known for his personal and corporate involvement in the city, he is a native of Columbus, Ohio. Matt led CoverMyMeds in its commitment to Columbus with its new \$240M campus in Franklinton that will provide more than two thousand high-paying jobs in Columbus while helping create more opportunity and investment in our city.

Matt has announced that he will leave his CEO role at CoverMyMeds at the end of 2019 to focus on his civic commitments and to help build more companies in Columbus that create opportunity for employees and can contribute positively to the fabric of our community.

### CoverMyMeds, Co-Founder and CEO — 2008-Current

Founded in 2008 with the mission of helping patients get the drugs they need to live healthy lives, CoverMyMeds is one of the fastest-growing scaled technology companies in the U.S.

Through innovative products and partnerships with the nation's largest health plans, pharmacies, providers, and clinical systems, CoverMyMeds has to-date helped more than 150M patients access prescriptions that otherwise likely would have been "abandoned," leading to lower quality of life and escalating costs for our nation's healthcare system.

CoverMyMeds has built one of the largest networks in healthcare, connecting the majority of the U.S. pharmacy industry along technology and aligned business interests. CoverMyMeds' software is used by most pharmacies (48,000), hundreds of thousands of doctors and their staff, and insurance companies that represent more than 80% of covered lives in the country.

In 2017, CoverMyMeds was acquired by McKesson for \$1.4B in the largest technology deal ever in Ohio. McKesson, which ranks 5th on the FORTUNE 500, is a healthcare services and information technology company dedicated to making the business of healthcare run better. CoverMyMeds operates as an independent business unit within McKesson, focused on innovation that reduces waste and prescription abandonment to benefit all stakeholders in the healthcare system.

Widely considered one of the best places to work in Ohio, CoverMyMeds maintains industry-leading retention and staff satisfaction scores. CoverMyMeds has repeatedly been named a Best Place to Work by Business First, Columbus CEO,

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and Modern Healthcare, and is ranked by its employees as one of the Top 100 Workplaces by Glassdoor, out of more than 600,000 companies.

In accordance with its goal of being the best place to work in Ohio, CoverMyMeds invests heavily in the careers of its people, operating training programs for management, programming, analytics, and other subjects. About half of all senior positions are filled internally, and the majority of employees that join the entry level “Account Coordinator” position have been promoted within 18 months. CoverMyMeds’ Engineering Co-Op program was called the top engineering co-op program for CSE students at Ohio State. CoverMyQuest, the company’s “life goals” enablement program has helped employees build Habitat houses in Costa Rica, provide laptops to children in Bulgaria, write a novel, publish a music album, and even win the Price is Right, among other achievements.

CoverMyMeds is heavily involved in its community, providing leadership and financial support across a broad set of initiatives including Pelotonia, Besa, Gladden House, COSI, The Columbus Metropolitan Library, Startup Weekend, Women in HIT, Girls Who Code, Independent’s Day, United Way, Columbus Ruby Brigade, NeoCycle, The Cleveland Film Festival, Ohio Linux Fest, and others.

As CEO, Matt is responsible for overall company leadership and growth. He brings a product and technology perspective to the management team, and helps drive the company’s culture and innovation strategy. Matt is currently ranked the #14 US Large Company CEO on Glassdoor, based on feedback from employees across more than 600,000 companies.

#### **Board Director**

Matt is a major investor and board director for IKE Smart City and Orange Barrel Media, which are high-growth Columbus-based companies that are run by Matt’s twin brother Pete Scantland.

#### **Investor - 2004 to Current**

Matt is a sophisticated accredited investor and Co-Principal of Twofold Ventures, a family office with investments in technology, media, and real estate.

#### **Innova Partners, President and Co-Founder — 2004-2012**

Matt co-founded and led Innova Partners, using it as a platform to “bootstrap” CoverMyMeds. Innova Partners became part of CoverMyMeds in around 2012.

Innova Partners did groundbreaking work in the Medicare Part D industry, helping to build software for Cleveland-based startup MemberHealth as they launched what became the nation’s third largest Medicare Part D program, winning the Inc 500 two years in a row. Innova Partners built the first “plan finder” software for the industry, and a number of innovative enrollment and formulary management tools that increased price transparency for patients.

#### **MedCost Recovery Systems, Director of Operations — 2003-2004**

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Lead development of software algorithms that encoded insurance contracts to detect improper payments to hospital systems.

**OSI, Inc, Healthcare Analyst — 2001-2003**

Responsible for budget, forecasting process, and innovation initiatives for OSI's ~\$60M healthcare outsourcing business.

**Civic Activities**

Matt maintains significant involvement in Columbus' business leadership, technology, and entrepreneurial activities. Representative activities include:

- Columbus Partnership Member. The Partnership is a non-profit economic development organization composed of the CEOs of Central Ohio's largest and most prominent companies and institutions including The Ohio State University, L Brands, Nationwide Insurance, Honda, American Electric Power, Ohio Health, Cardinal Health, Nationwide Children's Hospital, and CoverMyMeds.
- InnovateOhio Board and Executive Committee. InnovateOhio is a signature part of Governor Dewine and Lieutenant Governor Jon Husted's platform to make Ohio the most creative, innovative, and entrepreneurial state in the midwest. InnovateOhio collaborates across state and regional government to improve services to citizens, to modernize our infrastructure, and to help drive capital formation and business investment in tomorrow's largest industries.
- Wellington School - Trustee. A leading independent, coeducational, preschool through grade 12, college-preparatory day school dedicated to preparing students to lead and find fulfillment in a global community.
- Co-Founder CMA Council - Financial and interest group to help Columbus Museum of Art build next generation of patrons.
- Erdos Institute at The Ohio State University - advisor
- Startup Weekend - Mentor
- Annual keynote speaker at 6-12 prominent healthcare, technology, or civic events per year including CIO Forum, ProMedica Innovation Summit, Startup Week, Drive Capital LP Day and CEO Summit, Francisco Partners LP Summit, and Columbus 2020 Annual Meeting.
- Generous financial sponsor to many non-profit causes in healthcare, education, anti-poverty and the arts.

**Recent Awards and Recognition**

Frequent media source on technology, healthcare, entrepreneurship, and business/civic leadership in The Columbus Dispatch, Business First, Columbus CEO, and others industry publications.

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- #14 Ranked Glassdoor Top US CEOs (Large Company)
  - VentureOhio Entrepreneur of the Year Award
  - CEO of the Year Finalist for Large for Profit Business - Columbus CEO 2018

### Education

#### **The Ohio State University — B.S., with Honors and with Distinction**

Honors program in Biological Sciences, featuring two-year independent research project that resulted in funded research grants, publication in major peer-reviewed journal for subject area, and awards in Denman Undergraduate Research Forum and Biological Research Forum.

Quality of work honored with induction into Phi Beta Kappa.

Leadership skills in college developed through presidency of OSU Sailing Club , leadership of summer sailing instruction program, and working ~20 hours per week outside of school to fund college activities.

### Personal

Matt and his wife, Meara Scantland were married in 2009. Meara is active in school and non-profit initiatives. Matt and Meara have two young children and live in Upper Arlington.

Matt's hobbies include sailboat racing, flying, mountain biking, and running. His current passion is cave diving and exploration in Mexico.

### References

Available upon request.

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