



STEVEN "GRIFF" GRIFFIN

President, eReceivables

EXECUTIVE SUMMARY

Steven "Griff" Griffin brings more than 25 years of senior leadership experience in healthcare management, payer operations, and health technology. As Co-Founder and President of eReceivables, he has combined payer-side insight with technology-driven strategy to develop one of the most effective appeals and recovery platforms in the healthcare revenue cycle industry.

LEADERSHIP IN HEALTHCARE ORGANIZATIONS

Griff has held multiple C-level and senior executive roles across the healthcare ecosystem, including:

President, M.D. IPA (MAMSI Subsidiary)

- Led the creation and rollout of the **first point-of-service (POS) product** in the region.
- Contributed to MAMSI becoming the **fastest-growing HMO in the U.S.** and a leader in the Mid-Atlantic market.

Executive Director, PCA Health Plans – Tampa Region

- Oversaw operations of the Tampa region, which became **PCA's most profitable division**.

CEO, Foundation Health Plans of Florida (Health Net Subsidiary)

- Directed strategy and operations for one of Florida's top-performing HMOs, achieving **highest profitability on a per-member-per-month (PMPM) basis** in the state.

CEO, Magellan Specialty Health

- Oversaw specialty benefits and claims operations nationwide, emphasizing operational compliance and payer contracting efficiency.

FOUNDING AND SCALING ERECEIVABLES

As President and Co-Founder of eReceivables, Griff has applied his payer expertise to create a recovery system that directly addresses aged, denied, and underpaid claims – areas often underserved by traditional billing platforms.

- Transformed eReceivables from a **startup to a national recovery partner** for hospitals and provider groups.
- Developed a **patented, automated provider appeals platform**, enabling structured escalations and direct-to-compliance appeal routing.
- Under his leadership, the company achieved over **\$11.2 million in annual recovered revenue**.

CORE COMPETENCIES

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| ■ Healthcare Payer Operations & Managed Care Strategy | ■ Revenue Cycle Management & Claims Resolution |
| ■ P&L Leadership & Organizational Growth | ■ Provider Contracting & Regulatory Compliance |
| ■ Technology-Driven Innovation in Healthcare Finance | ■ Appeals Automation & Platform Development |
| ■ Hospital and Health System Engagement | ■ Strategic Planning & Executive Team Leadership |

INDUSTRY IMPACT

Griff's leadership reflects a unique blend of strategic foresight and operational execution. His career has been defined by launching innovative payer products, turning around regional operations, and driving profitability across complex healthcare systems. Through eReceivables, he continues to set new standards in denial recovery and revenue optimization, delivering real results through automation, compliance, and performance-based partnerships.