



For Immediate Release

Contact: Tara Rowland
Senior Communications Manager
AMPS
678.551.5378
trowland@amps.com

AMPS Adds Industry Experts to Bolster Self-Funded Market Presence Nationwide

ATLANTA, July 29, 2021 – [Advanced Medical Pricing Solutions](#) (AMPS), a pioneer in healthcare cost containment, has expanded its self-funded market sales division with three new business development professionals – Shawn Hanlon, Tim Thomas, and John Gaudette. All three professionals are experienced benefits veterans who understand how to help self-funded employers reduce their medical and pharmacy costs.

“AMPS is adding the necessary talent and experience it takes to deliver AMPS’ flexible, unmatched options to more self-funded employers in the marketplace,” notes Lawrence Thompson, chief revenue and strategy officer of AMPS. “As employers continue to take on more financial risks than ever before, it’s important they have access to transparent pricing with the ability to lower their costs. We’re ensuring they’re getting the help they need by adding professionals like John, Shawn, and Tim to our team.”

Shawn Hanlon will serve as vice president of business development in the Southeast region of the U.S. He brings nearly two decades of strategic employee benefits and risk management experience to AMPS, previously holding senior leadership and consulting roles with BlueCross BlueShield of WNY, Brown & Brown of Florida, Willis Towers Watson, and Thomas Financial.

Tim Thomas, CIC, CLU, CSFS will serve as vice president of business development in the Southwest region of the U.S. Tim has more than three decades of benefits risk management and financial experience. Prior to AMPS, he held strategic sales leadership positions with Securance Corporation Agency, Alliant Insurance Services, and Gallagher Benefit Services. Tim holds multiple insurance licensures, including a Group 1 Life and Health License, Property & Casualty License, and Risk Manager License.

John Gaudette, MBA, PHR will serve as vice president of business development in the Pacific region of the U.S. He is an award-winning sales professional who brings a decade of experience in business development for benefits management and human resources administration. John previously held various sales roles and leadership positions with Delta Health Systems, Aetna, Ultimate Software, and Ceridian Corporation.

According to AMPS President and CEO, Kirk Fallbacher, today’s self-funded employers need to understand what options are available to manage the complexities around their increasing healthcare costs. “I’m excited to add these three new business development professionals, who



will help us educate employers about cost containment that goes above and beyond traditional Reference Based Pricing (RBP) solutions,” he says. “With AMPS, employers not only have access to RBP backed by 15+ years of data, but also medical bill review, pharmacy benefit management, and stop loss – a multi-faceted approach that minimizes their risk while ensuring financial flexibility.”

About Advanced Medical Pricing Solutions (AMPS)

Advanced Medical Pricing Solutions (AMPS) provides market leading healthcare cost containment solutions serving self-funded employers, brokers, TPAs, health systems, health plans, and reinsurers. AMPS mission is to help clients attain their goals of reducing medical and pharmacy costs while keeping members satisfied with quality healthcare benefits. AMPS leverages its 15+ years of experience and data in auditing and pricing medical claims to deliver "fair for all" pricing. AMPS offers detailed analytics and transparency to provide clients with insights based on plan performance. Learn more at www.amps.com.