



**For Immediate Release**

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## **AMPS Expands Sales Team to Deliver Healthcare Cost Containment Solutions to Self-Funded Markets Nationwide**

ATLANTA, June 7, 2021 – [Advanced Medical Pricing Solutions](#) (AMPS), a pioneer in healthcare cost containment, today announced the continued expansion of its self-funded market sales division. AMPS' four new sales professionals – Mike Causey, Kevin Conway, Anthony Masotto, and John Phillips – will accelerate the AMPS mission to make healthcare dollars go further. They will deliver multi-faceted solutions that help self-funded employers reduce medical and pharmacy costs and provide high-quality patient care for their employees. Leading the expanded team is another recent AMPS addition, Rey Balcazar, senior vice president of self-funded markets and client services.

According to Lawrence Thompson, chief strategy and revenue officer of AMPS, the sales expansion is happening at the right time, especially as employers continue to take on more financial risk providing healthcare benefits to their employees. “Mike, Kevin, Anthony, and John understand there is no one-size-fits-all plan for employers,” he says. “I am confident in their ability to deliver flexible plan options that meet the unique needs of self-funded employers and their employees.”

Mike Causey will serve as vice president of business development in Arizona, Colorado, Montana, New Mexico, Nevada, Utah, and Wyoming. He brings more than two decades of employee benefits and experience to AMPS, previously with Reseco Insurance Advisors, Blue Cross of Idaho, Arizona Benefit Plans, and LifeWise Health Plan of Arizona.

Kevin Conway will serve as vice president of business development across the Mid-Atlantic region and brings more than three decades of group insurance experience to AMPS. Prior to AMPS, he worked with Upstate Insurance Brokerage Services, HM Insurance Group and Upstate Administrative Services.

Anthony Masotto will serve as vice president of business development for pharmacy benefits management, bringing 13 years of group pharmacy and stop loss insurance experience to AMPS, and holding previous positions with Assurant Employee Benefits, Sunlife Financial, Avesis, Remedy Analytics, and ELMCRx.

John Phillips, MBA will serve as vice president of business development for the Northeast region of the U.S. He brings more than 25 years of insurance sales experience to AMPS, having previously worked with Versant Health, Wells Fargo Insurance and Corporate Synergies.



AMPS President and CEO, Kirk Fallbacher notes the self-funded community still struggles to manage rising healthcare expenditure. “We strive to provide cost effective solutions knowing that greater financial transparency and flexibility is still needed in the market.” He adds, “By appointing four new sales professionals, we are able to expand our footprint even wider, reducing medical and pharmacy costs for more employers, while keeping their employees satisfied with quality healthcare benefits.”

### **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](http://www.amps.com).