



Experience that Counts

Global Integrated Reimbursement Services, Inc.®

CEO CV/BIO



Sajini Thomas, MA, MHSA
President
Global Reimbursement Services, Inc.

Sajini Thomas brings over 20 years of experience in reimbursement consulting to Global Integrated Reimbursement Services, Inc. (GIRS) as founder and president. Her expertise in both the private and public sectors lies in:

- Strategic planning
- Payer market research and analysis
- Third-party payment planning and implementation
- Health care policy research
- Medical technology product launch
- Payer advocacy

She and GIRS have a 10-year history of partnering with clients to bring drugs, devices, biologics, diagnostics, combination products, and surgical supplies successfully to market.

Ms. Thomas spent much of her career in Washington, D.C. As a health economist for the American Psychiatric Association (APA), Ms. Thomas played a key role in APA leadership, negotiating with the top managed behavioral health care companies to reimburse psychiatric services and psychotropics.

Ms. Thomas assisted in developing key publications, including the *APA Managed Care Report Card*, *APA Capitation Handbook*, and *How to Review and Negotiate Contracts with Managed Care Organizations*. Moreover, Ms. Thomas developed the "Managed Care Trends Report," which was submitted to Tipper Gore to support health care reform.

Ms. Thomas has also held leadership positions in top reimbursement consulting firms and in the reimbursement industry as vice president of the Lewin Group and director of reimbursement for Wright Medical Technology, Inc.

Education includes;

Master of Health Services Administration
from the University of Michigan
in Ann Arbor, Michigan

Master of Sociology from the Delhi
School of Economics in Delhi, India.

Ms. Thomas has also completed the
Wharton Program for Biotech and
Pharmaceutical Executives at the
University of Pennsylvania's Wharton
School in Philadelphia, Pennsylvania.

Ms. Thomas has won numerous
awards, including:

Meritorious Achievement (APA)

Meritorious Achievement,
Biologics – 2004, 2005, and 2006

She also has helped create and manage the reimbursement departments of other consulting firms in the Washington, D.C., metropolitan area. In these roles, she lead companies in the planning and development of infrastructure and services for reimbursement departments. Specifically, Ms. Thomas was entrusted to:

- Develop product/service lines
- Hire and train experts with esoteric and highly valued backgrounds
- Form expert panels for evidence and strategy development
- Organize experts to develop professional society support
- Formulate reimbursement strategies for a wide range of breakthrough medical technologies
- Manage experts to market clinical and economic outcomes to payers

Ms. Thomas met target revenues within the first quarter of hiring in most of these positions. In one position in the industry, sales increased by 40 percent as a result of the reimbursement initiatives implemented by Ms. Thomas.

In 2003, Ms. Thomas used these same skills to found Global Integrated Reimbursement Services, Inc. Under her leadership, GIRS is passionately committed to offering clients a one-stop shop for a range of strategic, integrated, and cost-effective reimbursement services within the U.S. and around the world to support the market success of innovative medical technology products within current reimbursement regulations and management guidelines. Ms. Thomas has brought together highly skilled teams to provide coding, coverage, and payment services, in addition to developing hotlines for provider support, payer negotiation, and obtaining professional society support.

Her knowledge and expertise have helped to improve patient access and bring countless drugs, biologics, and diagnostics to market. View http://girsinc.com/hotline_support_areas.html for information on specific product areas.

GIRS client testimonials were also published May 20, 2012 in The Commercial Appeal, a local media group, in an article titled “Memphis firm specializes in decoding the intricacies of medical coding. Esoteric, complex field creates an opportunity.” Read it at <http://tinyurl.com/blduatf>.

Additionally, GIRS also supports the community by donating a percentage of revenues to the American Cancer Society to support innovation and research for rare cancers and to the Memphis Food Bank.

Interested in learning more about GIRS? Read the full history at <http://girsinc.com>, or contact us at 901-322-6018 to get an overview of the company and its capabilities!