

Penny Noyes

Ms. Noyes is a graduate of University of Massachusetts, Amherst, with 30 years of health care industry experience, 18 years on the payer side and 12 on the provider side. She spent 6 years at BCBSMA developing and marketing HMO products in the 1970s and 1980s. In 1984, she went to Allmerica Financial where she became a corporate AVP & COO of the company's managed care division, overseeing and negotiating thousands of provider contracts nationwide and coordinating all managed care operations and products. Allmerica was a PHCS founding payer partner, with Ms Noyes being its PHCS liason and elected by the other 17 payer founders to represent them in PHCS senior management meetings. During her years at Allmerica, Ms Noyes was awarded the coveted Systems Integration Award from HIAA for providing employer accounts concise and meaningful management reports from combined claims and managed care data sources. In 1996, she joined US HealthWorks as Sr VP Business Development, where she not only handled acquisitions, marketing, revenue improvement and expense reduction projects, but managed care contracting for its 71 clinics in 7 states. In 1999 she founded the consulting firm, now know as Health Business Navigators, dedicated to "guiding the business side of healthcare" for physician practices.