

MICHAEL D. LEVIN

12042 SE Sunnyside Road; PMB 585
Clackamas, OR 97015

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Summary:	Visionary. An articulate, seasoned, and decisive executive possessing extensive healthcare operations, technical and business development experience in the pharmaceutical and natural products industries. Systems and technology literate. A team builder possessing keen analytical and creative ability. Congenial, ethical, and biased towards action.
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2004
to
Current

CTCA and CNCA, Schaumburg, IL
Advisor (via Health Business Strategies, L.L.C. (Consultancy))
Advises the Dietary Supplement Formulary Committee for Cancer Treatment Centers of America. Advises business development, manages QA and regulatory compliance functions for CNCA, the nutritional products subsidiary of Cancer Treatment Centers of America.

- Defined operating metrics and performance standards
- Implemented quality assurance and regulatory compliance systems
- Chair, Quality Unit
- Managed key vendor relations
- Developed and implemented the nation's first hospital-based Dietary Supplement Formulary Committee, a patient safety initiative.
- Advisory Board member (CNCA)

2001
to
2004

CARDINAL ASSOCIATES, INC. Vancouver, WA
President, Chief Operating Officer
Provided strategic vision and operating leadership to this quality-driven, highly respected, dietary ingredient manufacturer that services global markets. Responsibilities include P&L, regulatory compliance, continuous quality improvement and daily operations. I left this family-owned company after founder's death.

- Reversed declining sales trend from -10% to + 16% within 12 months, while preserving sales gross margins superior to industry comparables
- Restructured debt, reduced interest expense, and improved internal reporting
- Implemented budget/planning cycle
- Improved manufacturing and distribution efficiencies
- Managed intellectual property creation and defense
- Managed the partnership and launch of ingredient in Japan

1996
to
2000

TYLER ENCAPSULATIONS, Gresham, OR
Vice President, Chief Operating Officer
Provided strategic direction and operating leadership to this privately held dietary supplements company serving healthcare practitioners and distributors. Responsible for operations, business development, regulatory compliance and general management. Accomplished shareholder objectives through industry consolidation. Sold Co. in March, 2000; provided consulting support 12 months post-transaction.

- Secured first national GPO contract for dietary supplements (AmeriNet)
- Reorganized and recruited effective senior management team
- Increased sales gross margins via improved operating efficiencies and pricing
- Managed annual growth rates of 25% despite capital constraints
- Managed patent efforts - obtained 2 favorable actions from US Patent Office
- Conceived, developed and deployed the first supplements/drug interactions dispensing solution for in-office physician use (Allscripts)
- Managed international partnerships (Benelux, UK, Canada)

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- 1992
to
1996
- PROVIDER'S CHOICE 2000, INC., Niles, IL**
ALTERNATE SITE INFUSION TECHNOLOGY, INC., Niles, IL
President (Provider's Choice 2000) and **Vice-President** (ASIT)
Organized, staffed, and managed two synergistic healthcare businesses serving the physician, alternate site and managed care markets.
- Completed site selection and facility design in accordance with plan
 - Negotiated biotech strategic alliance which generated \$ 140,000 profit in first 6 months
 - Increased revenue run rates from zero to \$5 million within 3 years
 - Established full regulatory compliance; passed JCAHO & DEA audits
- 1987
to
1992
- PSI AND ASSOCIATES, Arlington Heights, IL**
President
Provided consulting services to drug manufacturers, distributors, and service providers. Projects included orphan drug development, the design and development of Rx marketing programs, designed contract pricing subsystems, operations assessment, market research, strategic and tactical planning.
- 1984
to
1987
- ASCOT PHARMACEUTICALS/BAXTER HEALTHCARE CORP.**
Deerfield, IL
Vice President, Materials Management
Responsible for distribution, pricing, sourcing, purchasing, and information services in the Pharmaceuticals Division.
- Increased gross margins via improved sourcing, pricing and operations
 - Developed and implemented improved competitor intelligence and contracts policies
 - Converted the company from manual to computerized systems (IBM S/36)
 - Managed product line of over 500 SKUs
 - Designed physical inventory, pricing, and drug recall systems
 - Participated in the sales negotiations of Ascot to Baxter; sold in 1/86
- 1976
to
1984
- HUMISTON-KEELING, INC, Chicago, IL**
Director, Hospital Services
Created a \$39M specialty sales division for this leading regional drug wholesaler (now Cardinal Health). Advanced EDI data requirements to support chargeback accounting.

Education

Bachelor of Arts, Roosevelt University, Chicago, IL. Major: Psychology.
Post-Graduate training in:

- Professional Selling Techniques, 1973-74
- Asset Management and Demand Forecasting, 1981
- Management Accountability and Strategic Planning, 1984-85
- Quality of Management, 1986
- Management Accountability Process, 1991
- Licensed Pharmacy Technician, Illinois, # 049-104126, 1996
- FDA Dietary Supplement cGMP Training, 2009
- Performance Management, 2013

Invited Speaker

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3/99 National Managed Healthcare Congress “NUTRITIONAL INTERVENTIONS: AN ECONOMIC IMPERATIVE”

4/00 Northwest Business Council, Oregon Medical Association, “DIETARY SUPPLEMENTS: REGULATORY, CLINICAL, SCIENTIFIC AND ECONOMIC CONSIDERATIONS”

4/02 Collaboration For Healthcare Renewal Foundation, “INTEGRATION OF NUTRACEUTICAL INTERVENTIONS: UNTAPPED OPPORTUNITIES”

7/07 Nutrition Business Journal, Newport Executive Summit “NUTRITIONAL INTERVENTIONS: BUSINESS OPPORTUNITY OR ECONOMIC IMPERATIVE?”

10/07: Cancer Treatment Centers of America: “FDA’S FINAL RULE FOR DIETARY SUPPLEMENT GMPs – WORTH THE WAIT?”

2/08 AND 4/09 Massachusetts College of Pharmacy “DIETARY SUPPLEMENTS: A REGULATORY OVERVIEW FOR PHARMACISTS”

5/08 Cancer Treatment Centers of America “DIETARY SUPPLEMENT CERTIFICATION PROGRAMS: A CRITICAL REVIEW”

2/09: National College of Naturopathic Medicine: “INEQUALITY: A CRITICAL SURVEY OF DIETARY SUPPLEMENT INDUSTRY PRACTICES”

8/09: Naturopathic Medical Student Association: “INEQUALITY: A CRITICAL SURVEY OF DIETARY SUPPLEMENT INDUSTRY PRACTICES”

11/11: Integrative Medicine Conference – Oklahoma Association of Naturopathic Physicians: “SUPPLEMENT QUALITY AND FDA ENFORCEMENT: AN UPDATE FOR HEALTHCARE PROFESSIONALS:

1/12: Cancer Treatment Centers of America: : “THE END OF DIETARY SUPPLEMENTS?: FDAs DRAFT GUIDANCE FOR NEW DIETARY INGREDIENTS”

9/12: Integrative Medicine Conference – Oklahoma Association of Naturopathic Physicians: TRADITIONAL CHINESE MEDICINE: REGULATORY STATUS AND QUALITY ISSUES

5/13: PerkinElmer Inspiring Innovation Tour, Portland, OR REASONABLY ANTICIPATED CONTAMINANTS: AVOIDING RECALLS, ASSURING SAFETY

6/13: PerkinElmer Inspiring Innovation Tour, Los Angeles, CA REASONABLY ANTICIPATED CONTAMINANTS: AVOIDING RECALLS, ASSURING SAFETY

12/13 Cancer Treatment Centers of America “SUPPLEMENT QUALITY: IMPACT OF LOW LEVEL CONTAMINANTS ON GENETIC EXPRESSION”

Selected Publications

Pizzorno, Joe with Levin, Michael D: “FDA’s Natural Products cGMPs – a Missed Opportunity” IMCJ Vol 6 No 5, Oct/Nov 2007

Levin, Michael D,” re: Meta-Analysis of Chondroitin for Osteoarthritis of knee and hip”: Letters, Annals of Internal Medicine, Vol 147, No 12, p 884, April 2007

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Markman, Levin et al “Assuring Dietary Supplement quality for cancer patients: An integrated formulary Systems approach” Accepted for publication, Am Soc of Clinical Oncologists, April, 2013 (Abstract # 114671)

Markman, Levin et al “Assuring Dietary Supplement quality for cancer patients: An integrated formulary Systems approach” Presented at Society of Integrative Oncology, October, 2013

Referee: eCAM (Evidence-based Complimentary and Alternative Medicine) – since 2008

Columnist: The Integrator Blog (www.theintegratorblog.com) 2007 – current

Advisory Board, Member: Cancer Nutrition Centers of America, 2002 – current

Directors Circle, Member: American Botanical Council, 2011 – current

Advisor, Project for Integrative Health and the Triple Aim (PIHTA), Academic Consortium for Complementary and Alternative Health Care (ACCAHC), 2013 – current

Member, Board of Directors, Lifespan Laboratories, Inc – 2014 - current