

# RANDALL PIPER

St. Louis, MO | 314-295-5959 | randall.piper@gmail.com | linkedin.com/in/randall-piper-9b7368379

---

## EXECUTIVE SUMMARY

---

Healthcare supply chain and spend management executive with 20+ years of leadership experience driving P&L performance, building high-performing regional teams, and serving as a trusted C-suite advisor to health systems, IDNs, and non-acute provider networks. Former Vice President at Intalere — with deep familiarity with the GPO operating model, member contracting infrastructure, and spend management delivery platform. Proven track record of growing non-acute and distribution programs, winning complex IDN relationships, and leading geographically dispersed teams across national territories, including the Upper Midwest. Known for translating strategy into measurable outcomes across acute, sub-acute, alternate site, and independent provider markets. Positioned as an insider-caliber candidate who understands Vizient's culture, member relationships, and delivery model from the inside.

Recognized as a trusted executive advisor to C-suite leaders with a signature ability to translate complex spend, utilization, and performance analytics into clear, compelling narratives that influence decision-making, accelerate adoption, and drive measurable outcomes. Consistently transforms raw data into persuasive executive-level stories that move health system leadership from insight to action.

---

## CORE COMPETENCIES

---

- Regional P&L Ownership
  - Team Leadership & Development
  - IDN Strategy & Penetration
  - Contract Portfolio Management
  - Spend Management Services
  - Health System C-Suite Advisory
  - Distribution Channel Expertise
  - Executive Stakeholder Influence
  - Non-Acute Program Development
  - GPO Contracting & Compliance
  - Member Engagement & Retention
  - National Sales Strategy
- 

## PROFESSIONAL EXPERIENCE

---

### American Medical Equipment

2025 – Present

*National Sales Director*

- Lead national sales strategy and field execution for a medical equipment distribution organization serving acute, post-acute, and home health market segments.
- Develop and manage strategic partnerships with health systems, IDNs, and payer-aligned referral networks to drive revenue growth and market expansion.
- Design, negotiate and implement critical supplier agreements, performance frameworks, territory accountability models, and field sales playbooks.
- Collaborate with operations and logistics leadership to align distribution capabilities with customer contract commitments and service-level expectations.

### Organogenesis

2021 – 2025

*Associate Director, Business Relations — Advanced Wound Care*

- Supported commercial strategy for non-surgical advanced wound care products across IDN and hospital-based outpatient settings.

- Educated clinicians, hospital administrators, and supply chain leaders on coverage, coding, and documentation protocols for specialty wound care products.
- Collaborated with Market Access and Patient Services teams to resolve reimbursement barriers and ensure compliant, timely patient access.
- Translated complex clinical utilization, reimbursement, and spend data into persuasive executive-level narratives — influencing C-suite and value analysis stakeholders to act on insights, driving a 22% increase in product standardization across IDN portfolios.
- Cultivated executive-level relationships and influenced C-suite and value analysis stakeholders across major IDNs and GPOs — including Ascension, AdventHealth, BayCare, SSM Health, BJC, WVUHS, Mercy Health, Baptist Health South Florida, Northwell, and WellStar Health — securing preferred vendor status and expanding formulary utilization.

### **Biocom Purchasing Group**

**2019 – 2021**

*Executive Leader — GPO & Member Services*

- Led a lean but highly effective team of 7, applying a promote-from-within development philosophy to maximize individual contribution, build internal capability, and sustain performance — overseeing strategic contracting and member services for the largest biopharma healthcare group purchasing organization.
- Developed multi-million dollar supplier partnerships and negotiated exclusive supply and capital portfolio contracts to deliver cost savings to members, significantly reducing their ongoing and start-up costs.
- Designed and delivered executive storytelling tools — translating complex sourcing, utilization, and compliance data into clear, compelling C-suite presentations that accelerated member decision-making and strengthened both member and board-level confidence in Biocom's contracting strategy.

### **Angle Medical Solutions**

**2017 – 2019**

*VP, Business Development and Operations*

- Utilized a proprietary and highly customized technology platform providing broad access to competitive pharmacy product portfolios for mid-tier product distribution and supply-chain companies.
- Drove commercial growth and market development in clinical and supply chain adjacent segments.
- Built executive-level relationships with health system and IDN procurement leaders to position solutions within contracted supply chain frameworks.

### **Intalere**

**2009 – 2017**

*Vice President, Non-Acute Programs and Intalere Choice*

- Managed a \$3.2 billion member purchasing portfolio across 750+ member organizations, delivering \$44 million in annual revenue.
- Grew non-acute programs from a minor line of business to 47% of total company revenue — establishing Intalere as a dominant force in the sub-acute, alternate site, and independent provider market.
- Led a direct team of 9 geographically dispersed account management professionals, consistently building bench strength and promoting from within — prioritizing internal talent development as the primary succession strategy across the national portfolio, while holding the team accountable to regional P&L performance, member retention, and growth targets.
- Served as trusted executive advisor to C-suite leaders at Intermountain Healthcare, OSF, Kaiser Permanente, HSHS, Virginia Mason, and others, with concentrated member relationships and territory coverage across the Upper Midwest, Pacific Northwest, and Rocky Mountain regions — negotiating strategic agreements and driving enterprise-wide adoption of Intalere's spend management platform.

- Expanded Intalere's footprint into sub-acute, small hospital, long-term care, and independent provider markets, diversifying the member base and revenue mix.
- Built and supported a national sales team dedicated to the non-acute market, enhancing partnerships with member health systems, affiliate GPOs, suppliers, and clinical leaders to improve cost savings, deepen market penetration and strengthen enterprise-level relationships.
- Collaborated with Intalere's purchased services and indirect spend divisions to align non-acute contract strategy with enterprise-wide category objectives — including workforce, capital, and facilities spend — broadening the portfolio's value proposition and cross-category appeal to health system and IDN members.
- Developed executive-level formal member input boards to increase buy-in, value-creation frameworks, and market analyses to improve portfolio competitiveness and influence C-suite decisions across health systems, suppliers, and IDNs.
- Developed and delivered executive-level storytelling frameworks — synthesizing portfolio spend, utilization trends, and performance data through Intalere's spend analytics and reporting platform into compelling C-suite narratives that drove contract adoption, category standardization, and enterprise-wide spend management decisions across Intalere's national membership.
- Played an integral role in shaping the organization's non-acute go-to-market strategy, positioning Intalere for continued success in the fast growing non-acute space.

### **McKesson Medical-Surgical**

**2006 – 2009**

*Supplier Management Program Manager*

- Developed and launched strategic marketing promotions to 550 sales reps, managers, and VPs.
- Drove contract compliance and pull-through execution across a broad distribution customer portfolio. Improved category gross margin 15% year over year.
- Negotiated exclusive supply agreements with national market leaders, moving 50% market share to more competitive and profitable agreements in year one.
- Trained reps on new programs, improving gross profit and order size in key McKesson categories.
- Negotiated competitive agreements for McKesson Brand products and synthesized category strategy for integrating with national brand agreements.

### **MedAssets Supply Chain Systems**

**2002 – 2005**

*Director of Distribution and Alternate Site Contracting*

- Supported GPO membership growth and contract utilization programs for non-acute members, including medical-surgical, lab, and pharmacy.
- Developed and negotiated competitive medical-surgical agreements with all national and regional distribution companies including McKesson Medical Surgical, Cardinal Health, Owens and Minor, Henry Schein, Medline, and others.
- Partnered with supply chain leaders at acute and non-acute providers to identify savings opportunities and drive platform adoption.

### **EARLIER CAREER**

---

#### **Owens & Minor**

**1996 – 2002**

*General Manager, Operations Manager, Account Manager*

- Led a team of 20 distribution and account management professionals, building a strong internal bench through deliberate coaching, structured development, and a promote-from-within philosophy that consistently produced ready-now successors and reduced external hiring dependency.

- Progressive roles in medical supply distribution, building foundational expertise in distribution operations, supply chain logistics, and provider-facing account management across acute and alternate site markets.
- Partnered with Fairview University Medical Center to design and implement a fully outsourced, 24/7/365 low-unit-of-measure par level distribution program in St. Paul, MN — delivering continuous supply availability, reducing stockouts, and establishing a replicable model for health system distribution outsourcing.
- Developed a custom case cart program for Kansas Heart Hospital — an ambulatory outpatient heart surgery center in Wichita, KS — engineering a procedure-specific supply fulfillment model that improved OR readiness, reduced waste, and supported the clinical precision demands of a high-acuity outpatient surgical environment.

## **EDUCATION**

---

### **University of Wisconsin – Madison**

*Undergraduate Studies | 1988 – 1991*