

SAN FRANCISCO BAY AREA RAPID TRANSIT DISTRICT

Memorandum

TO: Board of Directors

DATE: January 8, 2021

FROM: District Secretary

SUBJECT: Ratification of BART Police Citizen Review Board Member

In accordance with Chapter 2-05(A) of the BART Citizen Oversight Model (Model), vacancies on the BART Police Citizen Review Board (BPCRB) shall be filled by the respective Director for the unexpired portion of the term. Director Allen has selected Janell Proctor to fill the upcoming vacancy for District 1. Information about Ms. Proctor accompanies this memorandum.

According to Chapter 2-07(K) of the Model, the District Secretary's Office will facilitate the application process for seats on the BPCRB and will coordinate the selection process with the Board of Directors (Board).

Ms. Proctor's appointment to the BPCRB must be ratified by the Board prior to the start of her service. Pending ratification, Ms. Proctor would be appointed to complete the term of service that currently ends on June 30, 2022. She would be eligible for reappointment, again pending ratification, to a full two-year term thereafter.

Attached is a motion which, if adopted by the Board, will ratify Director Allen's appointment.

Please contact Mag Tatum at (510) 464-6089 or mtatum@bart.gov or me at (510) 464-6084 or pwillia@bart.gov if you have any questions about this matter.


Patricia K. Williams

RATIFICATION OF BART POLICE CITIZEN REVIEW BOARD APPOINTMENT

MOTION:

That the Board of Directors ratifies the appointment of Janell Proctor – District 1, to the BART Police Citizen Review Board, for a term expiring on June 30, 2022.

PROFESSIONAL EXPERIENCE

*Mallinckrodt Pharmaceuticals*Market Access & Reimbursement Manager San Francisco, CA

May 2016- present

- **“Above & Beyond” Award recipient** – based on surveys from customers and nomination from colleagues
- Initiated “West Coast Focus Pilot” weekly call with ARMs, Hub Case Managers, CAD, and Hub Leadership to successfully address unique challenges faced on the West, such as Independent Physician Associations (IPAs). Resulting in reduced turnaround time (TAT) and improved process efficiencies across therapeutic areas (TAs)
- Designed and implemented the **“IPA FAQ & Best Practices”** resource guideline tool for West Coast Area Reimbursement Managers (ARMs) & Case Managers at the UBC hub. Improving pull through in the West Region
- High Collaboration with internal customers (Hub, ARM colleagues, CAD, Field Specialists & Managers) to provide solution-oriented approach to customer and **patient centricity** during reimbursement process
- Partnering with Sales Management to continually improve upon the referral experience for internal and external customers. Providing Acthar gel Utilization Management (UM) criteria and working closely with Sales Directors to continually refine ARD’s approach to pull-through. **Streamlined the PA process for MDOs and HCPs.**
- **Achieved 100% PHI consent.** Maximized the percentage of paid/shipped referrals while reducing withdrawals.

*Amgen*Repatha Access Specialist

September 2015- May 2016

- Networking with **Specialty Pharmacies** and helping with Rx pull through for patients managing **600+** cases
- Patient advocate and reimbursement specialist for Repatha (PCSK9) SureClick Autoinjector
- Extensive knowledge of insurance and utilization management criteria for all major commercial and Medicare plans in California regarding the PCSK9 class and managed care landscape. Trained and certified in **HIPAA compliance**
- Assisting academic and community practice HCPs, PAs, and MAs with prior authorizations and appeals
- Coordination and collaboration with internal and external customers via the Repatha Ready **Hub**

*Roche Tissue Diagnostics*Pathology Specialist- Northern California, Kaisers California & Portland

July 2013- September 2015

- Premier Performers Club 2014 for 102% achievement (20% Year over Year Territory Growth)
- Education of Pathologists pertaining to launch of new Companion Diagnostics and High Complexity Assays in IHC and ISH testing for breast, lung, and colon cancers such as ALK and PD-L1 by IHC, Her 2 Dual ISH
- **35 % increase in utilization** of companion diagnostic algorithms in image analysis for digital pathology systems
- Addressed the service needs of customers and uncovered **root cause** to technical performance challenges
- Proposed and implemented viable solutions which enhanced customer satisfaction, protected from competitive threats, improved quality service and ensured optimal **patient safety**

*Genzyme Genetics/Integrated Oncology*Specialty Development Executive Oncology Diagnostic Franchise- S.F. Bay Area California

June 2010- 2013

- 119% to Goal YTD 2013, top Regional Field Sales Trainer. **Promotion to Regional Field Sales Trainer** (2012)
- Successfully managed transition with hospital clients and CMS Medicare Technical Component (TC) Grandfather Clause expiration with regards to client **billing and managed care pull through**
- Effective launch of new companion diagnostic (CDx) tests in breast, lung, skin, colon, gastric, and bladder cancers including hematologic and solid tumor malignancies (BRAF V600, ALK by FISH, SNP Microarray, HerMark)
- Increased territory revenue from **\$4 to \$5.2 Million** with win of Sutter Alta Bates Medical Center (2011)
- **President’s Club Winner #1**, Pacific Northwest Region, #1 in the Nation (2010)
- Provided solution of custom test requisition for **\$1 Million +** client (MuirLab/John Muir Hospital). Solution helped to overcome legal and HIPPA compliance obstacles improving patient safety; enhancing workflow for both customer and Genzyme Genetics; ultimately resulting in Independent Physician **IPA contract** with John Muir Medical Group and 3rd party payers.
- Routinely worked with billing specialists in Oncology Practice, Clinical Laboratory, Anatomic Pathology settings, hospital labs, private outpatient labs, and IPA contracts to drive prior authorization and **managed care pull through**
- **Recouped \$200,000 of client invoices sent to collections from highly sensitive client**, contributing to the bottom line

Prometheus Laboratories, Inc.

Technical Sales Specialist, Greater Los Angeles, CA

February 2005- June 2010

- Ranked Top 20% or higher nationally for third consecutive year, achieving 100% to goal across entire portfolio
- Represented Western region for Sales Marketing Advisory Committee (SMAC); Team Lead Developer on patient discount program to help alleviate reimbursement challenges
- Ranked #2 with 136% to goal in Q1 for Entocort EC, and achieved 108 % to goal
- Diagnostic Sales revenue exceeding \$1.1 million for individual territory
- Won brand Awards for both IBD and Celiac during **launch** of the new IBD Serology 7 Diagnostic blood test (2006)
- Aggressively drove the **key formulary status win** for Entocort EC on Blue Shield and Blue Cross of California
- Negotiated annual contracts with Cedars Sinai, UCLA, Los Robles, Tarzana, and St. John's of Santa Monica
- Successfully streamlined processes, utilizing cross team collaboration, to deliver solutions with **insurance** prior authorization, **blood draw stations**, lab send out, surgery center protocols, and ambient transportation logistics

Cardinal Health

Specialty Gastroenterology Representative (Pharmaceutical)

August 2004- February 2005

- Promoted CeraLyte OTC # 1 Ranked Territory to Gastroenterologists and Oncologists in L.A. territory which included City of Hope, Pasadena, Santa Monica, Beverly Hills, Thousand Oaks, San Diego and Santa Barbara
- Discovered and secured key National account with U.S. Naval Hospital at Camp Pendleton for CeraLyte OTC
- Developed both Gastroenterology and Nutrition accounts through excellent working relationship with key contacts, timely and persistent follow-up with customer's request, and establishing feedback loop of communication
- Partnered closely with Crohn's and Colitis Foundation of America (CCFA) physicians to promote CeraLyte
- Initiating **specialty pharmacy** pull through for CeraLyte to gain shelf placement and stocking as an OTC brand
- Detailing product portfolio of CeraLyte OTC, Kristalose and Procto-kit in Gastroenterology and Oncology specialty markets such as UCLA, USC, Cedars Sinai, and City of Hope

Watson Pharma Inc

General Products Field Sales Representative (Pharmaceutical)

August 2002- July 2004

- Ranked **#1** Nationally for prescriptions of Androderm impacting the market with a **73.4% increase** in volume establishing a National record yet to be broken.
- **# 1** in the Nation for volume of Androderm prescriptions for 8 consecutive months achieving President's Club
- Specialty Pharmacy pull through and step edits for Norco, Maxidone, Androderm, and Oxytrol
- Top national execution of educational dinner programs resulting in turnouts of 20-40 plus targeted attendees per event
- Successful launch of Oxytrol, Norco, Condolox gel, and Maxidone therapies due to successful formulary pull through
- Implemented and utilized clinical selling techniques directed towards target audience comprised of dentists, surgeons, orthopedic surgeons, endocrinologists, emergency medicine for kidney stones, urologists, and primary care physicians
- Team mentor and leader through professional relationships, conducting informational presentations and leading discussions at team pocket meetings

Vector Marketing Corporation

June 1997-August 2002

District Office Sales Manager

May 2001-August 2002

- Directed sales team to maintain 1st place in Western Region Office sales for entire ramp season sales quarter
- Secured the 5th ranked sales report in the Nation out of 400 offices totaling \$500,000+ sales in only three months
- Managed and trained **170 Sales Representatives** by presenting daily training seminars and field training
- Coached and motivated Sales Representatives in career development and professional growth of Cutco Cutlery
- Implemented and designed "Integrated Marketing Communication" plans, programs, and campaigns for multiple-product lines.
- Negotiated and Secured retail office space

EDUCATION

Azusa Pacific University

- **Master's of Business Administration, M.B.A.**
- **Bachelor of Arts in Business Administration**

January 2001-July 2002
September 1997- May 2001