



**Neighborhood
Health Plan™**

Contact:
Pam Jonah
Howell Communications
Pam_Jonah@howellcomm.com
(781) 956-6865

FOR IMMEDIATE RELEASE

**Neighborhood Health Plan Names Vincent Capozzi
To New Post of Senior Vice President of Sales**

30-year Health Care Professional to Support NHP's Commercial Growth Goals

December 14, 2016 (BOSTON) – Neighborhood Health Plan (NHP) today named veteran health care marketing executive Vincent Capozzi to the newly-created position of Senior Vice President of Sales.

Mr. Capozzi's extensive experience with complex insurance products and challenging business climates will complement NHP's existing sales team as the health care company continues its efforts to expand commercial offerings to employer customers.

Mr. Capozzi will guide the efforts of Vice President of Sales Patricia Rich and her team while reporting directly to Katie Catlender, Chief Commercial Officer. Catlender recently assumed the new role of Chief Commercial Officer to lead NHP's commercial line of business. In this role, she provides leadership and direction for NHP's commercial growth goals, oversight of sales and product strategy and management, and responsibility for the development and execution of strategies that improve member and customer experience across NHP.

Mr. Capozzi has more than 30 years of experience in health care sales, marketing and business development. Most recently, he was Senior Vice President of Sales and Marketing for Harvard Pilgrim where he promoted the company's commercial and Medicare growth and retention through strategic alignment of sales, product, distribution and network components as well as successful marketing campaigns targeted to both business and consumer audiences. During his 15 years with Harvard Pilgrim, Capozzi helped the company grow by more than 600,000 members and added more than \$1 billion in revenue.

"Throughout his career, Vincent Capozzi has shown the exceptional leadership skills and extensive knowledge of market trends that enable companies to thrive in complex climates," said President and CEO David Segal. "His proven ability in customer experience and bringing new products to market will provide valuable support for us to accelerate the growth of our commercial business."

Twice a "Stevie Award" national finalist for Sales Executive of the Year and winner of many advertising and local awards throughout his career, Mr. Capozzi is on the

Board of Directors for the Samaritans suicide prevention organization and co-chairs its Breakfast of Hope event, a major annual fundraiser. Among his other charitable involvements, Mr. Capozzi is also an Advisory Board member of the Commonwealth Institute, which provides key support for women-owned businesses and the advancement of women in the workplace.

About NHP

Neighborhood Health Plan ([NHP](#)) is an NCQA-accredited, not-for-profit health plan that provides coverage to over 430,000 commercial and MassHealth members. For more than 30 years, employers, individuals, and families across Massachusetts have turned to NHP for health care coverage that is both high-quality and affordable. NHP is known for plans that are easy-to-understand and manage. Members have access to a robust network of top doctors, community health centers, and academic and regional hospitals. Founded in 1986 with a commitment to promote health equity for members within the diverse communities we serve, NHP's service and care management programs today continue the tradition of personalized and high-quality care. NHP is a member of Partners HealthCare.