Karen Conway

Global Supply Chain Executive, Value-based Healthcare Strategist

*Equity and Sustainability* ***I*** *M&A* ***I*** *Growth Strategy* ***I*** *Risk Management* ***I*** *Government Affairs Marketing and Communications* ***I*** *Systems-level Innovation*

A purpose driven leader, Karen Conway is an internationally recognized healthcare industry strategist and thought leader who applies systems thinking and deep supply chain expertise to advance value for patients and communities, while improving the performance of healthcare organizations.

With proven experience as a national board chair and in government affairs, marketing and communications, supply chain and product development, Conway advises executives and boards on the collective implications of critical market and regulatory trends to attain organic and inorganic growth, develop new markets, mitigate risk and achieve value beyond regulatory compliance. Conway’s cultural competence creates structures that attract diverse stakeholders to collaborate to achieve common objectives without sacrificing individual performance. Her unique ability to construct and communicate a vision, combined

with public and private sector experience in the highly complex, regulated healthcare and energy industries, helps organizations most effectively and efficiently achieve multiple interdependent objectives around financial performance, business continuity, diversity and equity, and environmental sustainability. Her global work in this area was recently recognized with an honorary membership in the UK National Health Service (NHS) procurement association.

Conway currently serves as Vice President, Healthcare Value, for Global Healthcare Exchange (GHX), where she was instrumental in growing the firm from a technology start up into a multi-billion dollar global business platform that has transformed the healthcare supply chain. She is a formal adviser to the board and executive teams on business strategy. Conway developed industry-certified financial models that have documented billions in savings for customers, garnering and retaining a critical level of customer adoption to sustain and grow market value.

Prior to GHX, Conway led government and public affairs for the most successful, wholly owned subsidiary of a Fortune 500 energy company (The Coastal Corporation), ran her own strategic planning and communications company, and spent 10 years as a journalist.

Conway is past national chair of the professional supply chain association for the American Hospital Association, where she fostered development of the Institute for Supply Management Hospital ISM® *Report On Business.* She is board secretary and finance committee member for the Strategic Marketplace Initiative and is a founder and co-chair of the Healthcare Financial Management Association CFO Advisory Council. Conway is a member of the GS1 Healthcare Global Leadership Team and the healthcare advisory board for CAPS Research. She previously helped found several community not-for-profit organizations addressing health, environmental and economic well-being.

Conway has served as an expert adviser to global consultancies, including McKinzey, Booz Allen, The Pew Charitable Trusts, the Brookings Institution, the Duke Margolis Center for Health Policy, and to commercial and government healthcare leaders in the UK, Canada, and Australia, China and Japan.

A sought-after international author and speaker, Conway delivered closing remarks at a G20 Summit pre-event on health sector sustainability in 2020 and led the supply chain curriculum at the national forum on health equity in 2021. In 2013, she co-wrote a best-selling book on global leadership; published by the Association for Talent Development, *Leading from the Edge* identifies the leadership qualities that have enabled global CEOs to simultaneously drive profitability in their core businesses, while fostering an environment for innovation to ensure future viability.

Conway was a contributing author to the 2007 Springer publication *eBusiness in Healthcare* and has been a monthly magazine columnist for more than a decade.

Conway holds a masters in the Science of Healthcare Delivery from Arizona State University and a bachelor of arts degree in Philosophy from The Colorado College.