



# MICHAEL A. LONG

President, Pharmacy Healthcare Solutions  
AmerisourceBergen Drug Corporation

Mike serves as President of Pharmacy Healthcare Solutions for AmerisourceBergen Drug Corporation (ABDC), a division of AmerisourceBergen, a \$130+ billion dollar Forbes Fortune 25 company which provides pharmaceutical supply chain and performance optimization solutions. Pharmacy Healthcare Solutions is the consulting division of ABDC and primarily focuses on innovative solutions for health systems in the areas of 340B, Patient Assistance Programs, ambulatory and specialty pharmacy, pharmacy operations, and transitional care.

Mike directs all aspects of Pharmacy Healthcare Solutions – P&L, sales and marketing, operations, acquisitions, partnerships, new solution development and cross-company collaboration.

## AREAS OF EXPERTISE

- > Senior executive leader with outstanding and proven record of improved and sustained business development and sales growth at multiple Fortune 500 companies – Siemens Medical Solutions, Eastman Kodak Corporation, and AmerisourceBergen Corporation
- > Global vertical sales and key strategic solution development
- > Content development and roll out for health system strategic portfolios
- > Pharmaceutical distribution, health system channel relationships, technology, consulting sales, team building, and problem solving

## EXPERIENCE

- > Over 10 years in multiple executive lead positions including Group Vice President, Health Systems Solutions, and Group Vice President, Business Management for AmerisourceBergen
- > Vice President, Business Development, Healthcare Information Systems for Eastman Kodak Corporation, a multi-billion dollar digital imaging and technology solutions company, with a focus on global Healthcare Information Systems (HIS) sales, and specializing in evaluating potential HIS acquisitions in both the US and abroad
- > Identified as a key executive team member to implement a \$2 billion dollar “Digital Transformation” strategy for Eastman Kodak Corporation
- > Corporate Vice President with 15 years internal experience with Siemens Medical Solutions, a multi-billion dollar company known for its medical technologies, healthcare information software, consulting, and support services

## EDUCATION AND CERTIFICATION

- > B.S. Economics, West Chester University
- > Myles Martel Public Speaking and Media Training
- > Miller Heiman Strategic Selling

## CONTACT INFORMATION

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