

**Jennifer Hammond Leach**  
**VP Managed Care**  
**Cone Health**

Jennifer began her career as a healthcare administration intern in Lynchburg, Virginia. She held positions as an attorney and partner in health law firms in Orlando, Florida before transitioning to BayCare Health System's Managed Care Department in 2008 where she progressed from a negotiator to manager. She briefly worked for Aetna to gain an understanding of the health plan perspective before joining Baptist Health in 2016 to lead its workers' compensation network, Prime Comp. At Baptist Health, she took on progressive responsibilities to become the Executive Director of Payer Strategy with responsibility for the Managed Care Department, Denials and Appeals Management, and Prime Comp and Payer Projects. In 2021, Jennifer joined Inova as AVP of Managed Care where she led a team of senior directors with responsibility for modeling and negotiation of all managed care agreements. In 2022, she became the Vice President of Managed Care for Cone Health in Greensboro, North Carolina where she has responsibility for both managed care negotiations and developing the strategy for the system's direct to employer work and transformation to value.

Jennifer holds a BA in Economics from the University of Miami, a JD from the University of Houston and a MPH from the University of Texas Health Sciences Center in Houston, Texas. She is licensed to practice law in Florida and Texas. She serves on the Board of Theatre Jacksonville and the Executive Committee of Women United. Jennifer has been married for over 20 years and has a teenage daughter. In her free time, she enjoys traveling, reading, cooking and riding her Peloton bike.

Jennifer has over 20 years of health care experience. Early in her career she defended physicians in health care fraud and abuse cases, before transitioning to managed care in 2008. She has held positions with both payers and health systems in five different markets. In her roles she has led teams in negotiations of fee for service and value-based care agreements. She also has experience building departments to manage denials and appeals, payer audit and education to prevent denials.