



Edward J. Hartzell

Edward Hartzell has corporate and executive level experience as a CEO of five subsidiary companies/divisions and COO and equity partner for one of the largest wholesale brokerage firms in Ohio where he coordinated the sales and retention activity for more than 700 brokers.

Formerly as Chief Executive Officer for Medical Mutual Services, LLC, he was responsible for the subsidiary companies of Medical Mutual including Antares Management Solutions, Premier Health Systems, Consumers Life Insurance Company, GeniSys Management Solutions, and SuperNet Network, LLC.

Having demonstrated a successful track record with private company and subsidiary companies in developing a bottom-line orientation and achieving profit goals he:

- Developed Antares Management Solutions as a start-up company to \$66M in revenue in 10 years
- Developed SuperNet Network LLC from a start-up company to \$30M in pre-tax profit in 8 years
- Developed a regionalized sales organization for Blue Cross Blue Shield of Ohio
- Developed first Executive Incentive Programs for BCBSO
- Negotiated key production oriented contracts with Anthem BCBS and United HealthCare

Mr. Hartzell holds an MBA in Finance and Systems Management from Baldwin Wallace College, a BA in Psychology from John Carroll University and completed the Advanced Management Program at Harvard University – Graduate School of Business.