

# PSILOS GROUP MANAGERS



**Darlene Collins**  
Managing Director

Darlene Collins joined Psilos Group Managers LLC in October 2005 and operates out of the Santa Fe, NM office where she leverages over twenty years health care experience and a national network of government and industry relationships in support of Psilos' investment philosophy. Her primary responsibilities include investor relations, fundraising, government affairs, proactive deal sourcing and advising portfolio companies on business market development and growth opportunities in strategic sectors. Her areas of expertise include government-sponsored and employer-sponsored health benefit programs, health information and remote patient management technologies, medical devices, pharmaceutical/health benefit management strategies, and disease management initiatives. She is experienced in strategic planning, business development, corporate and marketing strategy analysis, best practices research and providing actionable analytics to support companies' efforts to expand market penetration and position offerings as best practices.

Prior to joining Psilos, Ms. Collins was an accomplished executive and business management consultant, leading national and regional client engagements focused on market intelligence and business strategy to advise policymakers, trade associations, and private companies. Her progressive base of experience includes Business and Market Intelligence, Best Practice Evaluation and Research, Customer Relationship Management and Government Relations, Project and Issue Management, Policy and Program Technical Assistance, Service Portfolio Assessment and Positioning, and Business Planning. Over the past five years, Ms. Collins has advised on purchaser and marketplace dynamics to a variety of organizations such as: the World Research Group, the World Congress (Strategic Leadership for the Health Care Industry), the National Governors Association's Center for Best Practices, the U.S. Department of Health and Human Services, PAREXEL International Medical Marketing Services, private companies and organizations (HMOs, outsource vendors, medical groups, industry associations, pharmaceutical firms, PBMs), and a variety of media sources.

Her professional affiliations include: Corporate Fellow to the National Governors Association, advisory boards of the World Research Group (Managing Retiree Healthcare; Health Care Innovation and Technology Congress), Vice-Chair, Board of Directors- Coronado Ventures Forum; Review Panel member, Investors Choice- Wayne Brown Institute in Salt Lake City UT , Disease Management Purchasing Consortium & Advisory Council and alumni member to the National Association of State Medicaid Directors. Former advisory roles include campaign and transition teams for New Mexico Governor Bill Richardson, New Mexico's Statewide Comprehensive Health Plan Advisory Committee, former Chair of Pennsylvania's Healthy People 2000 statewide advisory team, and Women Executives in State Government. Ms. Collins speaks on a variety of topics and often moderates business roundtables and healthcare leadership summits. Collins received her MPH and Credential of Advanced Studies in Health Services Administration from the University of Minnesota, and a Masters in Education from Clarion State University.