

# James D. Calver

James is a founding Managing Partner of Allelexian. He continues his CEO and Board work in advisory and interim roles. He is focused on strategy, operations improvement and growth planning and execution for mid-cap health care companies. Prior to becoming Managing Partner at Allelexian, James was a CEO and public company director. He has a track record of building shareholder value in healthcare companies. He has a reputation as a decisive and energetic leader with a strong vision and strategic discipline. James is passionate about developing high performance teams and results-based organizations.

During his 20-year career in general management he has led teams in restructuring/turnaround, product development, acquisitions, divestitures, change management, operations and IT, and sales and marketing. He has developed a global perspective through living and working in the US, Europe and Asia. Underlying these skills is a strong financial acumen, technology strength and a participative leadership style.

As CEO he recently completed the successful turnaround of Hooper Holmes, a \$300 million publicly held company with 2,500 employees. Hooper serves managed care, disease management, OTC pharmacies and insurance companies. Hooper's portfolio of businesses includes biometric screenings for disease detection and prevention, a national reference laboratory, and injury evaluation. James returned the company to profitability and established new growth. He was recruited by the Board at a time when the company was losing money, had several unintegrated acquisitions and had defaulted on its debt. James created a new corporate growth vision and turnaround strategy, recruited top external talent and built a new leadership team. He shaped a culture of profit accountability, operational excellence and fact-based decision making. With the new leadership team, they drove a 25%+ expense reduction, divested non-core businesses, integrated acquisitions and paid down debt. He restored client trust and built employee morale. Reversal of a price decline, launch of new diabetic services, and the creation of a rapidly growing Health and Wellness division also contributed to the turnaround success.

In President/CEO and General Manager positions at GE, Mellon and XOsoft, James has led global teams. At Mellon's healthcare and benefits outsourcing division he reversed a revenue decline and launched a new consumer driven health care Health Savings Account product.

At GE, James led the integration of several businesses. He also created a new business model, revolutionizing the sale of services to small businesses. He joined XOsoft, a small venture-backed technology company to restructure it. After the restructuring the business was sold. Before joining GE he held Vice President positions in COBA-MID, a strategy consultancy, and Broadview, an M&A investment bank focused on technology.

James holds an MBA with Distinction from Harvard Business School and a Masters in Engineering from Oxford University. James has served on public and private boards. Currently he is a director for DocInsight, a healthcare ratings company. Also, he is a coach for the National Foundation for Teaching Entrepreneurship to underprivileged children. He enjoys sailing and skiing with his wife, Kristi, and their two children, Miranda (6 years) and Alan (4 years). They reside in Stamford, CT. James can be contacted at [James.Calver@Allelexian.com](mailto:James.Calver@Allelexian.com)