

## Insys Litigation Documents—Key Actors

*A brief listing of key leadership, sales, marketing, and compliance figures included in the Insys Litigation Documents.*

**Michael Babich, Chief Operating Officer, later President and CEO (2007-2015)**

Vice President and later President and CEO of Insys Therapeutics. Had worked as John Kapoor's assistant in previous investment ventures.

**Holly Brown, sales representative (2012-2013)**

Member of Insys's original sales team for Subsys. Also assisted on prior authorization work with one of her physician's office staff.

**Alec Burlakoff, Regional Sales Manager for Southeast region, later Vice President of Sales (2012-2015)**

Promoted to Vice President of Sales soon after hire. Brought into Insys several sales representatives he had previously worked with at other pharmaceutical companies. Launched the Insys Speakers Bureau.

**Ray Furchak, sales representative for Southeast region (2012-2012)**

One of Insys's original sales team for Subsys. Filed a *qui tam* whistleblower complaint against Insys shortly after his termination.

**Elizabeth "Liz" Gurrieri, Manager for Reimbursement Services (2012?-2015?)**

Hired to bring insurance prior authorization processing in-house at Insys. Had previous experience at insurance company Cigna. Created the Insys Reimbursement Center for Subsys prior authorizations.

**Mike Gurry, Vice President for Managed Markets (2012?-2015?)**

Hired to address insurers not approving patient prescriptions for Subsys. Oversaw Elizabeth Gurrieri for Insys's Reimbursement Center.

**Mia Guzman, sales representative for Southeast region (2012-2013)**

One of Insys's original sales team for Subsys. Filed a *qui tam* whistleblower complaint against Insys after her termination.

**Karen Hill, Regional Sales Manager for Southeast Region (2012-?)**

Part of the original sales force for Subsys. Had previously worked for Cephalon, a competing pharmaceutical company.

**John Kapoor, Founder, Board Member, and later CEO (1990-2019)**

Founder and largest shareholder of Insys Therapeutics, Inc. Took on CEO position in 2015. Had worked with other pharmaceutical companies previously and started Insys with an eye toward developing patentable drug formulations and delivery systems.

**Sunrise Lee, Regional Sales Director, Regional Manager (2012-2015)**

Recruited to Insys sales force by Alec Burlakoff. Assisted in convincing doctors to join Insys's Speakers Bureau.

**Matt Napoletano, Vice President of Marketing (2011-2014)**

Hired in 2009 after working for Cephalon, where he was involved in the launch and marketing of other fentanyl drugs. Drafted a "playbook" for Insys, outlining plans to market Subsys to clinicians who were already prescribing fentanyl. Launched Insys's advisory board.

**Natalie Perhacs, sales representative for Southeast Region (2013-2015?)**

Previously a sales representative for respiratory equipment. Hired at Insys per the request of prescriber Dr. Xiulu Ruan.

**Joseph "Joe" Rowan, Regional Sales Manager for Southeast Region (2012-2016)**

Recruited by Burlakoff in 2012. Had worked previously at a competing pharmaceutical company where he had an existing sales relationship with prescriber Dr. Xiulu Ruan.

**Richard "Rich" Simon, Regional Sales Manager for Central Region, Vice President of Sales (2012-2016?)**

Recruited by Burlakoff in 2012. Had worked with Burlakoff previously at another pharmaceutical company.

**Brett Szymanski, sales representative, Michigan region, later promoted to management (2012-?)**

One of Insys's original sales team for Subsys.