

# Biography of Nicholas 'Nick' Opalich

Pharmacy Benefit and Specialty Pharmacy Professional

[be.net/nicholas-opalich](http://be.net/nicholas-opalich)

## Nicholas Opalich

In 1974, Nick Opalich earned his Bachelor of Science in Business at David N. Myers University.



Nicholas Opalich is a distinguished C-suite executive, seasoned consultant, and veteran in the pharmacy industry, hailing from Northeast Ohio. With over 25 years of extensive experience, Opalich has demonstrated exceptional prowess in pharmaceutical management, particularly noted for his insights into mergers and acquisitions. His career spans various leadership roles in hospice pharmaceutical claims processing, pharmacy benefits management, and drug manufacturing, where he specialized in hospice and palliative care pharmacy operations. He has also developed expertise in mail-order pharmacy systems, specialty infusion services, pharmaceutical procurement, and medication distribution channels. His leadership has notably enhanced company valuations through strategic oversight.

Moreover, Opalich has played a vital role in mentoring teams across diverse sectors, including hospice pharmacy operations, specialty medical benefit management, business development, and corporate business workflow processes. He graduated from David N. Myers University in Cleveland, Ohio, where he earned degrees in pharmacy and business management.

Beyond his professional life, Nick Opalich is deeply committed to philanthropy and volunteering. He supports various causes such as animal welfare, poverty alleviation, public health, and homeless services. His interests include family, football, sailing, and wrestling.



## Nicholas Opalich

HospiceChoice Rx began operations and sales in 2023. Currently, Opalich and HospiceChoice Rx are focused on contracting with several major hospice providers.

### Current Role

As the founder and CEO of HospiceChoice Rx, a pharmacy benefit manager specializing in hospice care, he launched the company in 2023. HospiceChoice Rx is dedicated to enhancing the hospice patient experience by providing efficient, cost-effective pharmacy benefits management with a focus on patient care and comfort.

### Career History

Nicholas Opalich's career commenced with the founding of Home Infusion Systems in 1982, pioneering specialty infusion services. He then moved on to establish Outpatient Physician Services of America, Inc. (OPSIA) and its counterpart in

Cleveland (OPSIC) in 1988, where he served various executive roles and led significant organizational transformations and mergers, culminating in the formation of Continental Healthcare, Inc. This entity became a crucial player in organ and bone marrow transplant distribution and pharmacy services. In 2002, he founded Strategic Health Partners in Cleveland, providing consultancy in healthcare services and pharmaceutical solutions, and continued to influence the industry through various high-profile engagements until 2013. He also held a leadership role at InfinityRx and contributed to projects with Capital Rx, Inc., expanding into specialty pharmaceuticals and mail-order pharmacy services.

## Nicholas Opalich

*The acclaimed executive, consultant, and pharmacy industry specialist is a graduate of David N. Myers University.*



### Academic Background

Opalich graduated from Mayfield High School in 1970 and earned his bachelor's degree from David N. Myers University in 1974. He was actively involved with the American Society of Marketing and Management.

### Professional Appointments

Nick is on the Advisory Board of Specialty Pharmacy News and Atlantic Information Services, lending his expertise to the pharmacy benefit management and specialty pharmacy sectors. He continues to impact the healthcare industry through various advisory roles in several public healthcare companies.

### Philanthropic Endeavors

A committed philanthropist, Opalich has supported numerous charities and causes throughout his life. He is mainly involved with the Lakeside Men's Shelter in Cuyahoga County and offers mentorship through Cleveland's City Mission, helping to address homelessness and provide essential services in Ohio.



## Nicholas Opalich

Nick has mentored teams functioning in hospice pharmacy operations, specialty medical benefit management, business development, account management, call center systems, product design management, marketing, and corporate business workflow processes.

### Personal Life

Outside of his career, Nicholas Opalich, CEO, enjoys exploring the great outdoors and engaging in hiking adventures such as challenging treks across the Grand Canyon. He cherishes spending time with his family and friends, and his passion for football and collegiate wrestling remains a significant part of his life.

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#### WORK EXPERIENCE

##### **HospiceChoice Rx**

Founder and CEO

2023 -

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Present United States

### **Strategica Health Partners**

Founder and Managing Partner

Independent Distributor and developer of a medical model for Max Products

January 2002 - Present | United States

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### **InfinityRx**

Chief Executive Officer

InfinityRx are a pharmaceutical manufacturer program administrator that assists manufacturers specialty drugs, infusibles, brand and generic products. InfinityRx covers all areas of channel/distribution and front faces the reimbursement arena. InfinityRx follows the manufacturer from Pre-launch, to Launch to Post-launch supported through ongoing programs from patient affordability, reimbursement, data analysis, research, contract manufacturing to consumer engagement.

January 2021 - April 2022 | New Hyde Park, New York, United States

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## **EDUCATION**

### **David N. Myers University**

Bachelor of Science, Business

Activities and societies: American Society of Marketing and Management

1970 - 1974 | United States

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### **Meyers College**

BS, Business Management; Pharmacy

Activities and societies: Society of Business Management and Society of Marketing

Executive MBA coursework

Meyers University 1970 - 1974 |

United States

<https://www.behance.net/nicholas-opalich/resume/pdf>