



Susan Hogue, MPM, RPh

Senior Consultant

Driving payer engagement, pharmacy strategy, and healthcare performance

Susan is a Senior Consultant with The Pharmacy Group (TPG). TPG provides consulting services to healthcare service and information technology companies to grow revenue and improve the financial performance of their products and services.

Susan is a proven leader with a strong track record of driving results across the healthcare ecosystem. She has worked with payers, providers, and manufacturers to develop programs that improve quality, patient outcomes, and total cost of care. Her career spans business development, account management, sales enablement, product strategy, and clinical operations, with strong relationships across national and regional healthcare decision-makers.

Most recently, Susan was Area Vice President of Business Development at Tabula Rasa HealthCare, where she led payer initiatives to improve member engagement, Star Ratings, and quality outcomes while reducing adverse drug events. Earlier, she spent 17 years in leadership roles at MedStart (MedVantx/QPharma), overseeing health systems and payer relations for a point-of-care medication adherence platform.

A pharmacist by training, Susan held multiple leadership roles during her 14 years at UPMC Health System, including Director of Pharmaceutical Services, Director of Therapeutic Services, and Assistant Vice President of Business Development. She also served as Executive Director of the Physician Hospital Organization, which helped form the provider network for the launch of UPMC Health Plan.

Susan holds a BS in Pharmacy from the University of Pittsburgh, a Master of Public Management from Carnegie Mellon University, and a Sales Growth Certificate from Cornell University's eCornell program.

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