



## Progyny Expands Business Development Team to Meet Accelerating Demand for Employer Sponsored Fertility Coverage

NEW YORK, April 19, 2018 – Progyny, the leading fertility benefits management company, today announced its expansion to the business development team. The new hires, Laura Matthews, Joshua Stein, and Cary Wallin, each bring over 20 years of healthcare experience and each will be Vice President of Business Development, focused on expanding Progyny’s national presence through employer-sponsored coverage for their respective target areas. The new hires will report to Karin Ajmani, President

“Laura, Josh, and Cary have the experience and entrepreneurial skills needed to continue Progyny’s momentum forward and we’re incredibly honored and thrilled to have them on board,” said Ajmani.

Matthews joins Progyny from Kaiser Permanente, where she served as Senior Business Development Executive. While at Kaiser, she fostered and strengthened relationships with large employers, national consultants and optimized the company’s multi-state and national cross functional partnerships. She was named the top southeast producer and top 10 national producer in 2015.

“I’m honored and excited to work with a team that is passionate about its mission of providing a comprehensive family building and fertility benefits solution,” said Matthews. “Progyny’s leadership creates a culture of care and trust, which translates to our clients and their employees. This is truly an innovative approach to employee benefits, and Progyny is on the leading edge of where the industry is headed.”

Stein joins Progyny from WebMD Health Services, where he served as Vice President. He was responsible for national sales and business development objectives across employer, health plan and government market segments.

“I am grateful to join such a talented, passionate team of individuals that are collectively focused on executing upon the organization’s mission – to ensure that anyone can have a child when they want,” said Stein. “The company’s focus of equality, diversity and inclusion align with my core values and we are addressing a fundamental need in the market. Individuals, inclusive of same sex couples, are getting the benefits and support they need to build a family. Employer groups are offering family and fertility benefits to attract and retain talent as well as to mitigate maternity and neonatal costs. It truly is a win-win.”

Wallin joins Progyny from Cornerstone OnDemand, where she served as Regional Sales Manager. She’s inspired to be a part of the healthcare industry and to make an impact on fertility coverage.

“I’m delighted to be a part of the Progyny team and wake up every day feeling passionate about my job and empowered to make a real difference in people’s lives,” said Wallin. “It’s a great feeling to bring value to both employers and employees and we’re proud to be a champion of such an inclusive, supportive and effective fertility benefit.”

To learn more about Progyny, visit [www.progyny.com](http://www.progyny.com).

**About Progyny:**

Progyny is a leading fertility benefits management company that combines clinical and emotional guidance, science, technology and data to provide comprehensive value-based fertility solutions for self-insured employers.

Progyny's benefit plans are designed to improve outcomes, shorten time to pregnancy and reduce total fertility-related costs. Progyny is privately held and is headquartered in New York, NY. Please visit [www.progyny.com](http://www.progyny.com).

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