

**Norm J. Nichols**  
**Executive Account Manager**  
**Unisys Corporation**

Norm Nichols is the Executive Account Manager and General Manager for Unisys Corporation's operations in Louisiana. Mr. Nichols has in excess of eighteen (18) years experience in managing complex Medicaid operations in the United States. In this capacity, Mr. Nichols has served in numerous executive positions in system designs; development and implementation; operations; financial and consulting capacities. These operations include management of the Louisiana Medicaid Management Information Systems (MMIS) processing in excess of 56 million claims a year and maintaining an electronic Medicaid data warehouse for approximately 1 million Medicaid eligibles in Louisiana.

During the past thirty-seven (37) years, Mr. Nichols worked in several health care corporations in executive positions serving in excess of 70 thousand institutional patients in the Northeast and Southwestern portions of the United States. Prior to joining Unisys Corporation, Norm Nichols served as Vice President of Operations and on the Board of Insta-Care Corporation located in Boston, Mass. and provided independent consultant services to several agencies and firms.

Mr. Nichols is a licensed pharmacist. He is a 1974 graduate of the University of Louisiana at Monroe, College of Pharmacy, and has continued postgraduate education in accounting and finance.