

HCA Awards Its Highest Honor to Former Head of Business Development

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By VNS Health TODAY

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Susan Caputo, former head of Business Development at VNS Health, is the recipient of the Home Care Association of New York State's 2024 Ruth F. Wilson Award—the association's highest honor. The award, given each year to an individual who has contributed significantly to the field of home-based health care, was presented to Caputo at the HCA's Annual Conference on May 8.

"Susan Caputo has never strayed from her commitment that all New Yorkers have access to compassionate and equitable health care," said the HCA about Susan's 45-year career. "Under her leadership, she increased [VNS Health's] hospice admissions by more than 20%... and brought cardiac hospice, behavioral health, LGBTQ+ health and veterans' health to the New York City home care market." In addition, the association noted, Susan "has prioritized mentoring and nurturing the next generation of home care leaders."

As SVP for Business Development from January 2016 through her retirement last February—her second stint with VNS Health — Susan oversaw all sales and intake functions for the organization's Home Care, Hospice, and Behavioral Health Services. Leading a team of over 100 staffers, her responsibilities included nurturing and managing our business relationships with hospitals, nursing homes, physicians, insurers, community-based organizations and others.

"Susan has left an indelible mark on our organization and New York's home care industry," noted CEO and president, Dan Savitt. "We're thrilled that she's been selected for this well-

deserved honor.”

Source: <https://www.vnshealth.org/about/newsroom/articles/hca-awards-its-highest-honor-to-former-head-of-business-development/>

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