

Summary

Mike is an accomplished IT Executive with 20+ years forging C-level relationships and developing strong IT teams to deploy strategic plans in support of business goals and objectives. Skillful in minimizing IT spend while delivering a high return on that investment. He accomplishes this by utilizing a combination of in-house, outsourced and vendor partner resources to deliver IT solutions. Mike has managed numerous mergers, acquisitions and divestitures in the healthcare industry. His experience also includes support of legal and compliance departments to deliver HIPAA compliance.



Expertise

- IT Leadership
- Vendor Management
- Program / Project Management
- C-Level Relationship Management
- Strategic Planning
- ERP
- P&L and Budgeting
- IT Due Diligence
- Team Building
- Multi-Location Deployments
- IT Outsourcing
- Mergers, Acquisitions, Divestitures

Industry Verticals Served

Healthcare, IT Hosting and Outsourcing, Insurance, Market Research, Retail

Representative Experiences

- **Electronic Medical Record (EMR)** - Guided RFP process in the evaluation of 10 vendors for selection of an Electronic Medical Record system. Managed the multi-phase deployment to 135 remote locations, after vendor selection, including automated user provisioning to secure access to patient medical records. Deployment leveraged multiple endpoints to ease end user adoption; e.g. laptops, wall mounted kiosks, Chromebooks and iPhones to support real time patient clinical charting.
- **Start-up Application Portfolio Implementation** – Reporting to the CEO, led the IT buildout, integration and deployment of an application portfolio to support a healthcare start-up with 65 post-acute care health centers. Implementation included PCC Electronic Medical Record (EMR), Oracle Fusion Financials, ADP Payroll, Kronos Timekeeping and Talent Acquisition, Relias Compliance Training, Ability Clinical Incident Tracking and ServiceNow to support the operating and compliance needs of the organization.
- **Sales & Marketing CRM** – Led the deployment of Salesforce to Sales & Marketing team to manage their activities with hospital discharge planners, doctors, nurses and social workers as patients transitioned from acute care to post-acute care health centers. Scope of deployment was to corporate and regional offices plus 130 health centers totaling 275 end users.
- **IT Hosting and Outsourcing** – Created Program Management Office (PMO) with a focus on the development of a post-acute care client onboarding methodology. Implementation of Microsoft Enterprise Project (EPM) resulted in 52% reduction in deployment schedules from contract signing to client go live. During the first three years after implementation company revenue increased 50%, EBITDA improved by 134% and doubled EBITDA per Employee.

Past Employers

Fortis Management Group, Extencare Health Services, Virtual Care Provider, CNA Insurance, Information Resources, Dominick's

Education, Training & Certifications

MBA, Finance, University of Massachusetts
BS, Accounting, Boston College