

MICHAEL D. SAMMS

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QUALIFICATIONS SUMMARY

Healthcare Executive

Dynamic executive leader with excellent operations, finance, marketing, information technology and leadership skills. Possess special talent in developing people, bringing out their best abilities and performance to achieve desired results.

Areas of expertise:

- ▶ Outstanding successes in complex turn-around situations with revenues over \$67 million
- ▶ Experienced CEO with start-up operations growing revenues to \$69 million
- ▶ Significant P&L experience with strong strategic business planning and contract negotiations proficiency
- ▶ Leadership ability to create highly functioning teams
- ▶ Multi-location, multi-company leadership experience

PROFESSIONAL EXPERIENCE

ENABLE QUALITY HEALTH, LLC

2005 to Current

President/Owner and Chief Executive Officer

A Pay-4-Performance (P4P) and healthcare consulting company.

- ▶ Implemented a patent pending P4P program with Wichita Clinic, P.A. Program provides incentives to physicians and patients for voluntary participation while saving the employer 10%+ in overall healthcare costs for employees.
- ▶ Interim-CEO for a large cardiovascular medical group. Results: exceeded budgeted revenues by \$1.066M and increased shareholder income by 14.36% in first 7 months of 2008.
- ▶ Co-Founder of Supply Efficiency Scoring, LLC. A company with a patent pending programmatic invention to reduce the growth rate of healthcare spending.

HCA/HCA MIDWEST DIVISION, Kansas City, Missouri

1993 to 2004

HCA Midwest Division is an integrated healthcare system formerly known as Health Midwest

HCA MIDWEST COMPREHENSIVE CARE (1997 to 2004)

A PHO (Physician Hospital Organization) consisting of 20 hospitals and over 2,400 physicians.

President and Chief Executive Officer (2003 to 2004)

Executive Vice President/Chief Operating Officer (1997 to 2003)

Responsible for contracting with physicians, hospitals and a variety of allied healthcare providers to provide health services to members. Procured members through contractual relationship with health insurance providers on a full-risk insurance basis. Created and offered self-insured health plans to area employers including Sprint, Health Midwest, and North Kansas City Hospital. Established centralized credentialing organization (CVO) for 1,900+ physicians. Responsible for P&L operations

- ▶ Directed 284% growth in physician membership between 1999 and 2001 by including all staff in the vision setting process, hiring new Marketing Director, and training and developing existing staff
- ▶ Spearheaded business turnaround that included a strategic redefinition of the business model, including the development of new projects and services to physicians. Improved from a \$4M annual loss to profit status within three years
- ▶ Decreased annual employee turnover from 60% to 8% by implementing process improvement teams, eliminating poor performing employees, hiring new leadership, staff reorganization and transforming the corporate culture
- ▶ Increased 2003 revenues (\$67 million) by 15.9% over 2002 through delivery of new/revised insurance products
- ▶ Achieved 99.1% accuracy in claims processing with annual productivity increases of 29% by implementing new hardware and software systems, utilizing process teams to maximize employee involvement and staff reorganization.
- ▶ Decreased expenses for 2003 by 5.9% below 2002 by implementing new purchasing processes and business practices
- ▶ Created managed care plans for self-insured employers, saving one employer \$100M over four years.

CORNERSTONE HEALTH SERVICES

A PSO (Physician Services Organization) part of the HCA Midwest Division

Joint venture among Health Midwest, Blue Cross, K.U. Physicians, North Kansas City Hospital and Cerner Corp.

Chief Executive Officer (1994 to 1997)

Full charge position. Started company with 18 employees and expanded to 200 employees within 18 months. First two years of operation also functioned as Marketing Director and CFO. Responsible for developing business plans, compensation and benefit design, capital purchase decisions, budgets, financial reports and marketing of services.

- ▶ Directed 72 system conversions within 18-months, growing revenues to \$69M
- ▶ Created and implemented accounts receivable and automated clinical services to over 500 physicians. Involved in the design and development of an electronic medical record. Technology solutions including a robust communications network using T-1 and fiber optic solutions, and turnkey leasing system
- ▶ Demonstrated leadership proficiency which resulted in appointment to software giant, IDX (Burlington, Vermont), Advisory Board of Directors

HEALTH MIDWEST PHYSICIAN SERVICES CORPORATION

A physician practice management company which is part of the HCA Midwest Division

Executive Vice President/Chief Operating Officer (1993 to 1997)

Management of 115 physicians and 600 employees in 36 locations with annual payroll of over \$20 million

- ▶ Implemented strategic planning process, consolidated billing and coding services resulting in increased revenues of 15% and decreased operating expenses by 35%, (\$30,500 per physician per year)

WICHITA CLINIC, P.A., Wichita, Kansas

1986 to 1993

Director of Business Operations

Patient accounting services for 11 locations and 140 physicians totaling over \$90 million annually

Responsible for 12 departments, including retail pharmacy, with 83 employees

- ▶ Participated in business turn-around situation, dramatically improving cash flow which reversed increasing debt load and allowed for substantial bonuses for physicians within two years
- ▶ Reduced A/R days outstanding from 90 to 56 surpassing goal of 65 days. This led to clinic being recognized as one of the best performing physician organizations in the US, according to the Medical Group Management Association

BANK IV, N.A. (NOW BANK OF AMERICA), Wichita, Kansas

1983 to 1986

Operations Officer

Productivity and efficiency expert in Strategic Planning Department. Responsible for working with all areas of the largest bank in Kansas to improve efficiencies, reduce costs and automate processes where possible

- ▶ Eliminated overtime and created 50% productivity increase in Commercial Items Processing Department
- ▶ Instigated and facilitated a Quality Circle for eight Information Technology department managers, transforming hostile work environment into a collaborative, high functioning work group

EDUCATION / PROFESSIONAL DEVELOPMENT

Bachelor of Business Administration degree in Finance, *The Wichita State University*, Wichita, Kansas

Graduated Cum Laude

Appointed Associate Justice of the WSU Supreme Court

Mini MBA, 2000, *The University of Kansas School of Business*, Lawrence, Kansas

An intensive advanced non-degree professional curriculum.

The Wichita State University, Wichita, Kansas

Graduate School with MBA studies in Marketing, Accounting and Finance

CURRENT ASSOCIATIONS

Boy Scouts of America - 2003 to present

- ▶ Red-Tailed Hawk District-Troop 201 Assistant Scoutmaster, 2003-2004, 2009 to present
- ▶ Troop 201 Committee Chairman, 2004-2009. Inducted-Order of the Arrow, 2005

Lord of Life Lutheran Church – 1994 to present

- ▶ Member, 1994 to present; Member Board of Directors, 1998-2002, 2005-2007.

Kansas Medical Group Management Association – 1986 to present

- ▶ Second vice-president, 1995-1996; President-elect, 1996-1997; President, 1997-1998; Immediate Past President and Legislative Chair, 1998-1999.

Medical Group Management Association – 1986 to present

- ▶ Member of MGMA Government Affairs Committee, 2001-2005, Certified Medical Practice Executive, (CMPE)