

November 2015 Player Profile, [NAME REDACTED] — Executive Sales Director, Revenue Management Solutions

[NAME REDACTED] delivers results on the ground — and in the air. Two months ago, he joined BPS in the new position of Executive Sales Director, Revenue Management Solutions (RMS). He is responsible for RMS sales in the Hospital/Health Systems employed physician practice market and development of client relationships at all levels. A longtime licensed pilot, he flies his Beechcraft Bonanza V35A whenever he can, including charity flights. In his previous post, as EVP of Sales and Marketing at Virtual OfficeWare Healthcare Solutions, he frequently flew from Big Rapids, MI (where he works remotely) to the eastern U.S. to connect with his sales reps.

After 20+ years of experience in healthcare IT — including electronic health records — from both a payer and an ambulatory perspective, [NAME REDACTED] wanted to transition to the acute care space. “I saw an exciting opportunity to help BPS identify and sign customers who want to enhance their experience with the value-based reimbursement model using our technology and solutions, especially McKesson Chronic Care Management Services™,” he noted.

Both [NAME REDACTED] and his wife of 22 years, [NAME REDACTED], hail from Pittsburgh, PA — they are die-hard Steelers fans. They have three beautiful and talented children: Haley, 18, who has a scholarship with and will become a pilot in the U.S. Marine Corps, and Cole and Holly, who are both 13, but do not have the same birthday. “They were born on the same day nine months apart,” [NAME REDACTED] noted. “And they get along great with each other.”

When they are not airborne in his plane, [NAME REDACTED] and his family enjoy varied outdoor activities in Michigan. These include spending time at their cottage on Burt Lake, a large glacier lake, where they boat and water ski, and snow skiing at Crystal Mountain. [NAME REDACTED] also coaches teams that his son (baseball and football) and daughters (basketball and soccer) play on. “Quality time with my family,” he stressed, “is my most fun — and important — activity.”

[NAME REDACTED] received his B.S. in Marketing from Indiana University of Pennsylvania.