

PARTNER BIOGRAPHIES

Cenergy's principals have a combined experience level of over 50 years of direct hospital administrative, clinical care, service line management and consulting work.

Tina R. Brinton, Partner

Proven clinical executive able to lead strategic and operational change

Experience

- Partner/principal within service line consulting company focusing on business development, physician relationships, operational improvements and quality management.
- Tenured service line administrator in cardiology, vascular medicine, vascular surgery, cardiovascular health and rehabilitation, cardiac surgery and radiology.
- Held executive level positions in community, tertiary and academic medical institutions.
- Nursing executive positions within critical care, post anesthesia recovery, medical-surgical, telemetry, oncology and pediatrics.



Accomplishments

- Consulted in over 55 hospitals and physician practices implementing strategic business development plans, physician-hospital economic relationships, operational enhancements and programmatic structures. Provided executive level retreats targeted at organizational change and strategic development.
- Participated in management team responsible for relocation of community hospital to newly constructed replacement facility. Participated in planning for new facility including unit capacity, staffing requirements and operational enhancements. Assisted in the operational planning for restructuring nursing and ancillary departments to maximize the efficiency of the new facility.
- Implemented service line structure in major tertiary health system. Facilitated the merger of management and operational structures within the multiple hospital system. Created and implemented operational enhancement plan resulting in \$2.5M improvements.
- Operational responsibility for ancillary and nursing departments including cardiac catheterization laboratory (8,000 diagnostic catheterizations, 1,000 PTCAs), noninvasive cardiology laboratory, cardiac rehabilitation, cardiovascular health services, cardiovascular operating room, perfusion, physician assistants, telemetry nursing, surgical intensive care unit and vascular laboratory. Average reports: 110.0 Typical revenue budget: \$160 million annually.
- Managed 27 physician practice including cardiology and cardiac surgery. Implemented merged management structure, negotiated payer contracts, restructured practice to improve operations, and expanded referral network. Implemented quality reporting within the practice and to the referral physicians.
- Industry recognized leader in cardiovascular program development; accomplished lecturer and author related to strategic and operational development of cardiovascular programs. Conducted over 100 lectures in the field and held national leadership positions within professional cardiovascular organizations.
- Member of Sigma Theta Tau, nursing honor society and dedicated volunteer actively involved in community organizations, church and the American Heart Association.

Steven Elliott, MHA, Principal

Proven executive able to create and implement new business opportunities

Experience

- Proven track record of planning and execution of business development strategies within specialty service lines, primarily radiology and cardiovascular, resulting in significant revenue and margin growth.
- Executive level position within major academic institution.
- Service line management experience in cardiology, vascular medicine, vascular surgery, cardiac surgery and radiology.
- Senior level consultant focusing on technology planning to enhance market share and operational enhancements.
- Held global positions within the supplier industry responsible for marketing of service line technology solutions.



Accomplishments

- Provided consultative advice to over 75 hospitals regarding technology replacement and operational efficiencies required to meet the performance standards within diagnostic and treatment areas of cardiology and radiology.
- Established new cardiovascular program including physician recruitment, business plan development, marketing plan, operational implementation of new services (cardiac catheterization laboratory), staff development and quality management program. Executed margin enhancement plan resulting in three-fold increases in volume and cost reductions of 20% percent.
- Prepared, presented and won approval for certificate of need for service expansion (\$54 million project) including new operating rooms, radiology, emergency department and ambulatory center.
- Developed and executed successful marketing programs resulting in 200% growth in cardiovascular, oncology and imaging business in a for profit business.
- Expanded physician referral base by placement of specialists within primary care network. Managed day to day operations and business development of 16 cardiologist group.
- Operational management of a radiology department implementing unique staffing retention strategies, operational enhancements and capital improvement campaigns of \$10M over 3 years.
- Lead global design team focused on the design and implementation of new construction leveraging technological advances to optimize workflow, integrate technology and create healing environments.
- Managed global sales activities within the cardiovascular, oncology and imaging arenas including the direct management of an enterprise sales team.