

WILLIAM SCOTT ERICKSON, MBA, CPC, CMPE

527 Mad Tom Road, East Dorset, VT 05253

(H): 802-768-8677 (M): 802-236-4046 wserickson@gmail.com

PROFILE SUMMARY

Highly organized, self-confident, and versatile professional having healthcare management experience predominately in physician group practices and secondarily in community hospitals and major tertiary centers. Experienced functioning as Administrator, Consultant/Coach, and most recently as Director reporting to Physician Boards, and Vice President and CEO, respectively. Natural coach, drawing out the best in each person. Encourages innovative, open-minded thinking and discussion seeking and applying operational improvements. Judicious decision maker based on well-defined, articulated goals. Developmental thinker, able to see the sequential next best step in an individual's or organization's advancement. Strong ability to actively listen (connecting soft issues with hard facts) and engage all levels of staff and providers to build teams based on mission and goals across clinical specialty and department lines by leveraging demonstrable individual and team strengths. Inspirational leader, giving others comfort that there is a purpose beyond the daily grind. Persuades rather than coerces in getting work done.

EDUCATION, CERTIFICATIONS & PROFESSIONAL AFFILIATIONS **Masters of Business Administration, Healthcare Administration**

LaSalle University, Philadelphia, PA

Bachelor of Arts, Biology,

Ripon College, Ripon, WI

Certified Professional Coach (CPC)

Leadership That Works, Troy, PA

Medical Group Management Association (MGMA)

American College of Medical Practice Executives – CMPE

International Coaching Federation – New England

PROFESSIONAL EXPERIENCE

OPTIMUS/HEALTH CARE MANAGEMENT CONCEPTS

East Dorset, VT

Solo Consulting Company focused on Medical Practice Operations and Organizational Development.

Owner/Coach/Consultant/Administrator

10/1997 – present

- Provide administrative and consultative services to physician group practices including strategic planning, business plan development, governance and Board development, physician coaching, internal and external marketing, personnel management, productivity assessments, IT selection and financial analysis.
- Most recent clients:
 - Champlain Valley Orthopedics, Middlebury, VT – (2/2009–12/2014) – 2 MD/2PA Orthopedic Practice with Radiographic Services
 - Bennington Family Practice, Bennington, VT – (7/2010–9/2010) – 2 MD/1 PA Primary Care Practice and Patient Centered Medical Home

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- Garrison Women's Health Center – OB/GYN, Dover, NH (7/2005–10/2008) – 5 MD/4 CNM, Infertility, Ultra-Sound, Laboratory, and Bone Density Medical Practice
- Avis Goodwin Community Health Center – FQHC, Dover, NH – (8/2007 and 8/2008) – Facilitated Strategic Planning Retreats and provided Physician Coaching
- Williamstown Medical Associates, Williamstown, MA – (03/2003) – 20+ MD Multi-Specialty Practice
- Adirondack Cardiology Associates, Glens Falls, NY –(9/1995–09/2005) – 8 MD / 2 NP with INR Laboratory, Ultra-sound and Nuclear Stress Service
- Orthopedic Associates of Brattleboro, Brattleboro, VT – (10/1997–9/2010) – 2 MD / 1 PA with Radiology and Physical Therapy Services
- Orthopedic and Hand Surgery, PC, Bennington, VT – (11/1989-03/2000) – 4 MD / 2 PA with Radiology Services

SOUTHWESTERN VERMONT MEDICAL CENTER (SVMC)

Bennington, VT

Southwestern Vermont Health Care (SVHC), is a not-for-profit organization and includes SVMC, a ninety-nine (99) bed community hospital, The Centers for Living and Rehabilitation (a 150–bed nursing facility), Southwestern Vermont Regional Cancer Center, SVMC Northshire Campus and SVMC Deerfield Valley Campus (both primary care medical practices).

Director of Satellite Operations/Practice Manager

5/2011 – 9/2014

- Assessed SVMC-Northshire Campus and recommended a Strategic/Business Plan to increase Patient Access and Primary Market Penetration by adding Associate Practitioners, opening Physician Practices, and ultimately saying “Yes” to new patients.
- Managed a seven month, \$800K renovation project of SVMC-Northshire Primary Care Campus in seven phases without interrupting patient services.
- Primary Patient Centered Medical Home advocate for the Putnam Medical Group.
- Assessed SVMC-Deerfield Valley Primary Care Practice, identified opportunities for greater connection within the SVHC system and contribution to the community.

CONTEMPORARY MANAGEMENT ASSOCIATES/HEALTHSOURCE

Portsmouth, NH

A twelve member Management and Consulting Firm providing medical practice management and consultative services to medical practices in New England and upstate New York.

Partner/Administrator/Consultant

1/1989 – 10/1997

- Served as one of five Partners in a group practice management firm that experienced growth from 3 to 12 professionals while providing services to 20 plus clients.
- Provided administrative and consultative services to various medical/surgical specialties including Family Practice, Internal Medicine, Cardiology, Ophthalmology, General Surgery, Orthopedics, and Neurology.
- In 1995, Contemporary Management Associates (CMA) was purchased by Healthsource, an insurance Company operating in New Hampshire to create a primary care physician network to provide services to Healthsource beneficiaries. The state of New Hampshire found the plan to be illegal. CMA was released and disbanded in the fall of 1997, at which time Health Care Management Concepts was created.

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OPHTHALMOLOGY ASSOCIATES

Hatboro, PA

A private ophthalmology practice consisting of 3 physicians and 2 optometrists.

Office Manager

6/1987 – 12/1988

- Managed the daily operations of a five-provider Ophthalmology practice including supervision of all staff and non-clinical operations, internal and external marketing, financial reporting and facilities management.

ALBERT EINSTEIN MEDICAL CENTER

Philadelphia, PA

A 650-bed tertiary care, teaching hospital with a Level One Trauma Center designation.

Administrative Coordinator, Department of Anesthesiology

9/1982 – 7/1986

- Responsible for all non-clinical operations of the department.
- Also served as **Unit Manager** with management responsibility for ICU and CCU Critical Care, Psychiatry, and Medical/Surgical Units
- Coordinated the relocation of critical patients during facilities reconstruction. Member of OR Subcommittee, SPU Task Force, Medical Supplies and Medical Equipment Standards Subcommittee, and Infectious Control Committee.

LASALLE UNIVERSITY

Philadelphia, PA

La Salle University is a Catholic university in the tradition of the Brothers of the Christian Schools offering undergraduate and graduate curricula.

Adjunct Faculty Member

9/1985 – 12/1988

- Taught Organizational Development, Management Theory and Human Resource Management to undergraduate evening students