



“Providing Global Health Solutions”

J. Ronald Rowes, M.D., MPH is healthcare consultant with Centre Health Partners. A high energy, highly respected and entrepreneurial health care professional with 30 years experience ranging from medical practitioner to Chief Executive Officer. Possessing a record of accomplishment in a range of settings including a entrepreneurial venture, an entrepreneurial venture within a larger medical practice and as a consultant to a large pharmaceutical company. Career titles include CEO, COO, Chief Medical Officer and Technology Officer, Senior Product Manager, Vice President of Business Development, Vice President of Marketing and other senior management positions. Key strengths and accomplishments include:

Medical/Healthcare Experience Broad healthcare experience includes small and mid-size private practice management, exposure to pharmaceuticals marketing, hospital management including board certification in utilization and quality, experience with electronic medical records, third party reimbursements, and healthcare policy.

Medical Expertise A board certified ophthalmologist with 20 years of private practice including diagnosis and treatment, surgery, diseases and injuries of the eye. A world class expert on tear film dysfunction, systemic causes (autoimmune, inflammation, restasis) with a unique dual residency in internal medicine as well as ophthalmology. MPH focused on chronic disease and geriatrics.

Business Experience 20 years of successful business practice management with full P&L ownership. Hands on understanding of cash flow, reimbursement, entrepreneurial management, capital expenditures and corporate structure. Thorough understanding of large practice management, hospital management and physician to physician medical marketing.

Leadership An experienced and persuasive leader capable of instilling the enthusiasm necessary to energize and motivate organizations and communicate a vision. Recognized for leadership as executive committee member of a 250 bed hospital, chair of utilization review/quality assurance, medical records and surgery. Board member of a 5,000 student university and 1500 seat state-of-the-art theater for the performing arts.

Analysis and Problem Solving A lifetime student and quick study with very strong analytical skills, broad and future oriented thinking and practical experience necessary to build on expertise to solve problems identify opportunities and innovate to achieve results.

Interpersonal/Communications An expressive speaker with experience presenting to national audiences, physicians, optometrists and corporate sales personnel. An effective writer and editor. An extroverted team player with the warmth and good humor to develop long term profitable relationships. Ability to energize others.

Professional Profile A disciplined, decisive and pragmatic leader with a record of delivering results. Possess a high level of energy, enthusiasm, work ethic and self confidence to champion causes and build high performance organizations.

SIGNIFICANT ACCOMPLISHMENTS

- **Hospital Revenue Generation** Conceptualized, developed and designed a subspecialty clinic for Doctor's Hospital in Silsbee, Texas. Obtained patients who had previously been diverted away by providing subspecialty care, both increasing utilization of the hospital, laboratory, surgical and radiologic services.
- **Hospital Turnaround** As executive board member of a 250 bed hospital, addressed unprofitability and managed care changes. Instituted an educational program for hospital staff and physicians explaining the new managed care environment while at the same time overseeing nurse reviewers, improving medical records and working one-on-one with physicians. Increased cash flow, minimized losses from physician/patient over utilization of services and within the first year, helped generate a \$500,000 profit, saving the hospital from closure.
- **Entrepreneurial Management** Identified an opportunity to create an ophthalmic practice in an underserved county with a 250 bed community hospital. Negotiated with the hospital, developed the practice, hired employees, educated hospital personnel and marketed the practice. Generated approximately \$1M in revenue and performed 250 to 300 hospital surgeries per year.

Dr. Rowes has an AB from Johns Hopkins University, M.D. from The Cornell Medical College, an MPH from The University of Michigan School of Public Health, an Internal Medicine and Ophthalmology Residency from Indiana University Medical University, and a Fellowship in Cornea, Anterior Segment Refractive Surgery from The Manhattan Eye Ear Nose and Throat Hospital.