

SANDY DAVIS

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CAREER SUMMARY

Operational and leadership experience in Hospital Senior Management in the public and private sector with strengths in negotiation, business strategy and development, communications, fiscal and labor management.

PROFESSIONAL EXPERIENCE

MSN HEALTHCARE INTERNATIONAL, LLC, Marietta, GA

Private Georgia limited liability corporation organized to develop, produce, and sell medical devices for the safe removal of needles from syringes following injections. The company transitioned from an R& D clearinghouse to an investment medical device sales organization in a period of 5 years.

Chief Operating Officer, 1999-Present

- Oversight management of regulatory affairs: FDA, UL, domestic/foreign patents
- Completion of clinical trials and beta testing with Class III medical devices
- Established distribution network for retail product launch
- Ad Hoc member: Board of Directors
- Developed legislative agenda for lobbying efforts in Washington, DC, focusing on Medicare reimbursement for home use medical devices
- Assisted CEO securing investor funding

HOSPITAL CORPORATION OF AMERICA, Nashville, TN

Hospital Corporation of America is a publicly held healthcare company that owns and operates 190 hospitals and healthcare facilities throughout the United States, England, and Switzerland.

CEO, Emory Parkway Medical Center, Lithia Springs, GA, 1994-1999

320 bed general medical facility with multiple inpatient specialty units: women's health, rehabilitation, adult behavioral health, adolescent behavioral health

- Fiscal management of integrated healthcare system with annual gross revenue of \$74M
- Increased medical staff membership from 88 to 156, moving board certification status from 72% to 95% within their area of specialty
- Acquired seven (7) home health agency branches (1996); established 48-bed, sub-acute skilled nursing unit (1995)
- Participated on Board of Directors: Douglas County Chamber of Commerce, Emerging Douglas Political Affairs Committee, United Way of Douglas County, American Red Cross
- Corporate Appointment: Ethic and Compliance Officer for Parkway Medical Center
- Expanded role and membership of Board of Trustees

Chief Operating Officer, HCA Parkway Medical Center, Lithia Springs, GA 1992-1994

- Fiscal and operational management of all non-nursing departments

- Developed and completed \$4.5M facility renovation for new emergency rooms for trauma and cardiac treatment, \$3M renovation for obstetrics, and \$8M for inpatient rehabilitation program
- Over a two year period, decreased system-wide expenses 45%, by department consolidations, program divestitures, contract renegotiations, and labor reductions
- Improved JCAHO accreditation scores from 78% to 94% approval rating

Vice President, Operations, HCA Marion Community Hospital, Ocala, FL 1988-1992

190 bed hospital specializing in open heart surgery and oncology.

- Fiscal and operational management of all non-nursing departments
- Hospital-wide reduction of overtime labor hours from 18.8% to 2.0%; reduction of outsourced labor by 78% during first year
- Developed and implemented: Cardiac outpatient services, In-patient/Outpatient rehabilitation services, Day Surgery eye center, Day Treatment oncology center
- Established productivity statistics and monitoring program for all departments

Administrative Assistant, HCA Parkway Medical Center, Lithia Springs, GA 1986-1988

- Feasibility studies for new hospital product lines: oncology services, open heart surgery, rehabilitation services
- Certificate of Need development: open heart surgery, \$6.6M facility renovation
- Implemented new service: Health Check, outpatient cardiac/fitness appraisals and treatment program
- Capital budget development

EMORY UNIVERSITY, CENTER FOR REHABILITATION MEDICINE, Decatur, GA

Supervisor, Communicative Disorders Department, 1981-1986

- Graduate teaching responsibilities
- Delivery of clinical services: adults/pediatrics
- Participation in medical and allied health team staffings for patient management

GEORGIA STATE UNIVERSITY, Atlanta, GA

Project Coordinator, Family Intervention Project, 1978- 1981

A federal grant funded through Health and Human Services, Washington, D.C.

- Fiscal and program management of federal grant
- Recruited private match funds for project sponsorship
- Developed 21community training programs serving handicapped infants and families

GEORGIA RETARDATION CENTER, Chamblee, GA

Speech and Hearing Specialist III, Community Resources Unit, 1977-1978

- Supervised graduate students in clinical rotations
- Developed and presented community workshops for state agencies, public schools
- Diagnostician for an 8-county rehabilitation team

UNIVERSITY OF GEORGIA, Athens, GA

Instructor, Developmental Disabilities Center, 1973-1977

- Graduate teaching responsibilities

- Administrative oversight for speech pathology department
- Clinical services: pediatrics

EDUCATION

MHA, 1987, Georgia State University, Atlanta, GA

MBA, 1986, Georgia State University, Atlanta, GA

Master of Science, Speech Pathology, 1972, Florida State University, Tallahassee, FL

Bachelor of Science, Speech Pathology, 1971, Florida State University, Tallahassee, FL

PROFESSIONAL AFFILIATIONS

Georgia Hospital Association

Georgia Biomedical Partnership

Georgia State University Institute of Health Administration Alumni Association

Cobb County Chamber of Commerce