

EXECUTIVE VICE PRESIDENT WITH BETO PAREDES FAMILY OF COMPANIES CLINICAL SPEED DIVISION – HEALTH SYSTEMS & AMC STRATEGY



As Executive Vice President with the Beto Paredes Family of Companies, Loren Mann leads enterprise-level strategy, partnerships, and revenue execution for the Clinical Speed division, with direct responsibility for Academic Medical Centers (AMCs) and large integrated health systems. He oversees executive relationships, contracting strategy, and multi-hospital deployment of advanced underpayment recovery, 837-based analytics, and payer-performance optimization solutions. Loren works directly with C-suite, revenue cycle leadership, and managed care teams to drive scalable adoption, optimize financial outcomes, and position Clinical Speed as a strategic, long-term partner across complex health system environments.

LOREN S. MANN

OVERVIEW

Experienced executive healthcare management consultant/ partner with more than twenty years of experience in the sale, development, and delivery of consulting, financial, and strategic business advisory services to large community-based hospital systems, academic medical centers, physician practices, academic and research universities, and other not-for-profit/ mission driven organizations.

EXPERIENCE

March 2023 – Present

BDO HEALTHCARE ADVISORY

LAS VEGAS, NV

DIRECTOR AND WEST REGION BUSINESS DEVELOPMENT LEADER

Responsible for selling, coordinating, and managing large community hospital system, academic medical center, physician practice, other non-profit engagements incorporating clinical and non-clinical revenue enhancement, cost reduction, process improvement, and value based care solutions for BDO Healthcare's West Region.

2025 CLOSED REVENUE (TO DATE): \$3.25 MILLION

2025 Targeted Total Revenue: \$7.0 million

- \$2 million plus Risk in fees – System-wide Enhanced Medication Management System design and implementation to reduce total cost of care for high-cost patients for large, multi-state Faith Based Health System targeting \$25 million – \$35 million in annual, recurring benefit
- \$1 million in fees – Patient Leakage and Retention Implementation Support for large, West Coast Academic Medical Center
- \$250K in fees – Patient Access Assessment for Large West Coast Community Health System

2024 CLOSED REVENUE: \$3.6 MILLION

2024 Targeted Total Revenue: \$5.0 million

- \$1.5 million in fees – Patient Leakage and Retention Implementation Support for large, West Coast Academic Medical Center
- \$1.6 million in fees – Comprehensive Perioperative Performance Improvement Implementation Support for large East Coast Academic Medical System targeting \$10–\$15 million in annual, recurring benefit
- \$0.5 million in fees – Expansion of Enhanced Medication Management System implementation engagement for large, West Coast Community Health System – three (3) additional facilities within system

2023 CLOSED REVENUE: \$4.5 MILLION

2023 Targeted Total Revenue: \$5.0 million

- \$2.5 million in fees – System-wide Enhanced Medication Management System design and implementation to reduce total cost of care for high-cost patients for large, West Coast Community Health System targeting \$15 million – \$20 million in annual, recurring benefit
- \$1.5 million in fees – Post-Acute Care implementation support for the redesign of the bed management, patient throughput, and long-term care models for large, West Coast Community Health System targeting \$20 million in annual, recurring benefit
- \$0.5 million in fees – Patient Leakage and Retention assessment for large, West Coast Academic Medical Center

ADDRESS

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PHONE

312.479.8438

EDUCATION

1997-1998 | BOSTON, MA HARVARD UNIVERSITY GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

Master in Business Administration degree,
June 1998.

1991-1993 | TROY, NY RENSSELAER POLYTECHNIC INSTITUTE (RPI)

Master of Science in Mechanical Engineering,
December 1993. Graduated with honors.

1987-1991 | CHAMPAIGN-URBANA, IL UNIVERSITY OF ILLINOIS

Bachelor of Science in Mechanical Engineering,
May 1991. Received full academic scholarship.
Graduated with honors.

November 2022 – March 2023

HURON HEALTHCARE

CHICAGO, IL

SENIOR DIRECTOR

Sells, coordinates, and manages large community hospital system, academic medical center, and other non-profit engagements incorporating clinical and non-clinical revenue enhancement, cost reduction, and process improvement solutions.

PROFESSIONAL EXPERIENCE

Loren is a Senior Director in Huron's Healthcare practice with significant project management and consulting experience for complex Health Systems and Academic Medical Centers.

Representative examples of his consulting experience include:

Project Director responsible for management of 90-Day Turnaround Implementation of Northwest Academic Medical Center and Health System comprised of approximately 1000 beds and \$1 billion in patient revenue. The project consisted of Labor, Supply Chain, Human Resources, Clinical Documentation (CDI), Clinical Operations, Physician Solutions (Clinics and Physician Practice), and Revenue Cycle solutions and teams were responsible for identifying and capturing a minimum of \$20 million of recurring benefit opportunities and managing fees in excess of \$5 million. Loren coordinated all aspects of project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management.

Project Director responsible for management of Workforce Assessment of 120 bed Community Hospital, part of \$4 billion Northeast Academic Medical Center and Health System. The project consisted of Span of Control (SOC) and Workforce Productivity analysis and identified more than \$10 million in total benefit opportunity. Loren coordinated all aspects of project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management.

January 2022 – March 2023

OPS2INTEL (A DIVISION OF TKC ASSOCIATES)

BARRINGTON, IL

COO AND CO-FOUNDER – CDI AND PAYER PERFORMANCE BUSINESS INTELLIGENCE FOR HEALTH SYSTEMS

Proprietary Software Application for CDI and Payer performance directly built into the Epic platform

- Opportunity and benefit driven by translating clinical and financial components of all payer contracts directly into Epic and providing "real time" reimbursement and LOS information for each patient
- Typically increases acute in-patient CDI attributed revenue by 30%–40% on a recurring, annual basis
- The Ops2intel application typically drives a minimum of a 5:1 ROI of recurring, annual benefit against total fees for the client

2022 Closed Revenue: \$2 million

January 2020 – January 2022

IMPACT ADVISORS

NAPERVILLE, IL

MANAGING DIRECTOR – STRATEGY AND OPERATIONS PRACTICE

Practice Leader for Strategy and Operations Practice with commercial and delivery activities within own portfolio of accounts for large AMC and Community Health Systems, and has final decision-making authority over consulting, technology, and research sales, renewals, and service strategy. Targeted focus on clinical performance, including Clinical Documentation Integrity (CDI), Perioperative Performance, and Clinical Supply Chain Performance all coupled with EHR alignment. **Designed and established Clinical Performance Practice service line for newly established S&O Practice.**

2022 Closed Revenue: \$2 million

2021 TARGETED TOTAL REVENUE: \$5.0 MILLION

– \$3.7 million in fees – Comprehensive Perioperative Performance Improvement Implementation Support for a 150 bed Community Hospital in the Northeast focusing on driving change across Perioperative Governance, OR utilization, Block Scheduling, and Anesthesia to "open up" hidden capacity with pent-up demand and increase annual case volume by 28%. – \$1 million in fees – Comprehensive Supply Chain Performance Improvement Implementation Support for a 150 bed Community Hospital in the Northeast focusing on reducing non-labor expenses, generate additional revenue, and implementing value-added supplier contracts across clinical and non-clinical focus areas. – \$1.5 million in fees – Comprehensive Margin Improvement Pre-Implementation support for a \$1.5+ billion Level 1 Trauma center in the Southwest focusing on identifying opportunities for reducing \$80+ million in financial, operational, and clinical costs and maintaining or improving overall clinical quality and patient and staff satisfaction levels.

2020 CLOSED REVENUE: \$2.5 MILLION

2020 Targeted Total Revenue: \$2.0 million (Building of Clinical Performance Group)

– \$1.5 million in fees – CDI Performance Improvement Implementation Support for a 200 bed safety net hospital in the West focusing on capturing opportunities to reduce LOS, reduce clinical denials, improve reimbursement, and increase utilization and workflow efficiency through more accurate documentation. – \$1 million in fees – CDI Performance Improvement Implementation Support for a 300 bed community hospital in the West focusing on capturing opportunities to reduce LOS, reduce clinical denials, improve reimbursement, and increase utilization and workflow efficiency through more accurate documentation.

DIRECTOR/ SENIOR PARTNER – HOSPITAL PERFORMANCE PRACTICE

Leads commercial and delivery activities within own portfolio of accounts for large AMC and Community Health Systems, and has final decision-making authority over consulting, technology, and research sales, renewals, and service strategy. Deep subject matter expertise in Clinical Care Variation, acute hospital care, and margin improvement with forged and cultivated peer-to-peer relationships with C-level hospital and health system executives, serving as enterprise-level strategic advisor who is able to carefully diagnose hospital needs and scope an integrated set of consulting, technology and research offerings necessary to reduce both care variation and improve total margin.

2019 CLOSED REVENUE: \$3 MILLION**2019 Targeted Total Revenue: \$3.5 million – \$3 million**

in fees – Comprehensive Margin Improvement Pre-Implementation support for a \$1.5+ billion Academic Medical Center in the Northeast focusing on identifying opportunities for reducing \$90+ million in financial, operational, and clinical costs and maintaining or improving overall clinical quality and patient and staff satisfaction levels.

2018 CLOSED REVENUE: \$1.2 MILLION (ABBREVIATED YEAR – 9 MONTHS DUE TO NON-COMPETE)**2018 Targeted Total Revenue: \$1 million**

– \$1 million in fees – Comprehensive Margin Improvement Assessment for a \$1.5+ billion Academic Medical Center in the Northeast focusing on identifying opportunities for reducing \$90+ million in financial, operational, and clinical costs and maintaining or improving overall clinical quality and patient and staff satisfaction levels. – \$0.2 million in fees – NCI Cancer Institute Designation strategy for a \$80+ billion multi-hospital, national system focusing on providing a comprehensive approach and strategy for obtaining a unique National NCI designation.

Dec 2016 – April 2018 | **ADVISORY BOARD****PRACTICE PARTNER/ VICE PRESIDENT – CLINICAL CARE VARIATION REDUCTION**

Leads all commercial and delivery activities within portfolio of accounts for large AMC and Community Health Systems, and has final decision making authority over consulting, technology, and research sales, renewals, and service strategy. Deep subject matter expertise in Clinical Care Variation and acute hospital care, with forged and cultivated peer-to-peer relationships with C- level hospital and health system executives, serving as enterprise-level strategic advisor who is able to carefully diagnose hospital needs and scope an integrated set of consulting, technology and research offerings necessary to reduce both care variation and costs.

2017 CLOSED REVENUE: \$4 MILLION**2017 Targeted Revenue: \$5 million**

– \$2 million in fees – Clinical Care Variation Reduction engagement Extension (Add-on) for a \$2+ billion cancer center in the Southeast focusing on reducing \$5 million in clinical and operational variation on a per patient episode level of care, focusing primarily on throughput, bed utilization, and clinical denials – \$2 million in fees – Clinical Care Variation Reduction engagement for a multi-billion system in the mid-west focusing on reducing \$10 million in clinical and operational variation on a per patient episode level of care, focusing on all service lines

Jan 2015 – Dec 2016 | **CONSULTING AND MANAGEMENT****VICE PRESIDENT (PARTNER) – HOSPITAL PERFORMANCE GROUP**

Led all commercial and delivery activities for large AMC, Regional, and Community Health Systems, focusing primarily on care variation and cost per case reduction opportunities. Full sales, delivery, and renewal decision authority for portfolio of accounts. Shared P&L and vertical growth decision-making authority with Service Line Leader. Deep subject matter expertise in Clinical Care Variation and acute hospital care, with forged and cultivated peer-to-peer relationships with C-level hospital and health system executives, serving as a strategic advisor who is able to carefully diagnose hospital needs and scope an integrated set of consulting, technology and research offerings.

2016 CLOSED REVENUE: \$9.1 MILLION**2016 Targeted Revenue: \$5 million**

– \$5 million in fees – Clinical Care Variation Reduction engagement for a \$1+ billion 4 hospital/ 1 surgery center system in the northeast focusing on reducing \$25 million in clinical and operational variation on a per patient episode level of care across all service lines – \$3 million in fees – Clinical Care Variation Reduction engagement for a \$2+ billion 7 hospital center system in the Northeast focusing on reducing \$11 million in clinical and operational variation on a per patient episode level of care across all service lines – \$1.2 million in fees – Clinical Care Variation Reduction engagement for a \$2+ billion cancer center in the Southeast focusing on reducing \$5 million in clinical and operational variation on a per patient episode level of care, focusing primarily on throughput, bed utilization, and clinical denials

REPRESENTATIVE EXAMPLES OF HIS CONSULTING EXPERIENCE INCLUDE:

Northeast Community Hospital System comprised of approximately 1200 beds and \$1.2 billion in patient revenue. System-wide Care Variation Reduction Project including Regional Medical Center, three (3) Community Hospitals, and one (1) surgery center: \$20 –\$25 million in targeted benefit capture Northeast Academic Medical Center System comprised of approximately 2000 beds and \$2.1 billion in patient revenue. Systemwide Care Variation Reduction Project including Academic Medical Center and six (6) Community Hospitals: \$10 –\$15 million in targeted benefit capture

June 2003 – January 2015

HURON CONSULTING GROUP

CHICAGO, IL

Jan 2005 – Jan 2015

HURON HEALTHCARE

HURON CONSULTING GROUP

SENIOR DIRECTOR

Sold, coordinated and managed large community hospital system, academic medical center, and other non-profit engagements incorporating clinical and non-clinical revenue enhancement, cost reduction, and process improvement solutions.

PROFESSIONAL EXPERIENCE

Loren is a Senior Director in Huron's Healthcare practice with significant project management and consulting experience for complex Health Systems and Academic Medical Centers.

Representative examples of his consulting experience include:

Project Director responsible for management of entire implementation engagement of Midwest Community Hospital System comprised of approximately 400 beds and \$600 million in patient revenue. The project consisted of Labor, Non-Labor, Human Resources, Clinical Documentation (CDI), Clinical Operations, Physician Solutions (Clinics and Physician Practice), and Revenue Cycle solutions and teams were responsible for identifying and capturing a minimum of \$43 million of benefit opportunities and managing fees in excess of \$20 million. Loren coordinated all aspects of sales and project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management. The teams exceeded projected targets and delivered more than \$50 million in recurring benefit. Extended engagement with Phase 2 initiatives in Physician Solutions and Patient Access with an expected additional benefit opportunity of \$12 million to \$16 million and \$4 million in additional fees.

Project Director responsible for management of entire implementation engagement of East Coast Academic Medical Center and System comprised of approximately 1200 beds and \$2.5 billion in patient revenue. The project consisted of Labor, Non-Labor, Human Resources, and Clinical Operations solutions and teams were responsible for identifying and capturing a minimum of \$75 million of benefit opportunities resulting from current market, fiscal, and contractual pressures experienced by the hospitals and managing fees in excess of \$23 million. The teams exceeded projected targets and delivered more than \$90 million in recurring benefit. Loren coordinated all aspects of project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management.

Project Director responsible for management of entire implementation engagement of Top New England Academic Medical Center comprised of approximately 1000 beds and \$2 billion in patient revenue. The project consisted of Labor, Non-Labor, Human Resources, and Clinical Documentation (CDI) solutions and teams were responsible for identifying and capturing a minimum of \$40 million of savings opportunities and managing fees in excess of \$9 million. Loren coordinated all aspects of project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management.

Project Director responsible for management of entire implementation engagement of leading Midwest Academic Medical Center comprised of approximately 800 beds and \$1.5 billion in patient revenue. The project consisted of Labor, Non-Labor, Human Resources, Clinical Documentation (CDI), Clinical Operations, Revenue Cycle, and Physician Services solutions and teams were responsible for identifying and capturing a minimum of \$48 million of savings opportunities resulting from current market, fiscal, and contractual pressures experienced by the hospitals. Loren coordinated all aspects of project management including Contracting, Executive Sponsor updates and communication, Project Team oversight, performance and benefit measurement tracking, and project budget management.

Project Director responsible for developing framework and business plan for Cancer Institute of Top East Coast Academic Medical Center in order to help optimize the Cancer Center's ability to respond to and anticipate: emerging scientific advances; an increasing pace of development of novel therapies for cancer, and recent initiatives at the AMC relevant to cancer medicine, including the planned investment in a new ambulatory care facility dedicated to cancer.

ADDITIONAL EXAMPLES OF CONSULTING EXPERIENCE INCLUDE:

- Worked closely with the CFO and COO of a large research university to re-design and optimize entire finance department activities and organization. Additional projects included detailed Human Resources Information System/ Payroll organization outsourcing/co-sourcing analysis and strategy, and Development/ Fund Raising Organizational analysis.
- Developed a customized core university-wide financial and operational projection model that not only allowed the university to adequately address the questions posed during the strategic planning process, but also improved its position to make long-range financial and operational decisions. Application was a statistically based financial model comprised of linear regression (statistically based) and historical trending (dominant trends) of targeted departments and schools and included a fully customized User Interface in Microsoft .NET2.0 to meet dedicated user requirements. User Interface was completely decoupled from workbook/ database to ensure stability and flexibility.

Assisted a Big 10 Research University, its affiliated school of medicine, its affiliated hospital, and physician practice plan (university inter-entity medical group) perform a detailed funds flow analysis prior to establishing a shared financial reporting and budget system (IBM Cognos). The university inter-entity medical group required the ability to provide combined financials at a relatively high level in a consistent and timely manner as well as to allow insight into supporting details. Before the financials could be combined, the group needed to have a detailed understanding of funds flow across the entities as well as identify opportunities for enhancing associated business processes to ensure accuracy, efficiency, and transparency. We developed a detailed understanding of the current funds flow, the associated business processes and activities, and standard structures for common clinical departments and divisions between the entities. We then identified opportunities for standardizing structures and coding of inter-entity transactions, streamlining cumbersome processes, and improving total transparency of the funds flow activities between the entities. Finally, we recommended approaches to guide the inter-entity group towards accurately defining all inter-entity funds flow components and addressing structural issues with the associated business processes.

Was engaged by a top Private West Coast Research University to assist with the analysis and design of a shared services model for three functional Human Resource areas: Transactions and Records Management, Employee Relations, and Recruiting and Staffing Support. Assessments of the current services within each of the three areas included a detailed analysis of business processes in order to highlight strengths as well as identify opportunities involving process breakdowns and inefficiencies. We documented the current state of each of the identified HR functions and developed a detailed understanding of their current organizational structures, business processes, specific tasks, activities, transactions, and existing performance metrics. Utilizing the operational and interview data received throughout the engagement, we evaluated the current efficiencies and effectiveness of services provided within each of the three areas. We then designed the shared services centers from both an organizational and business process perspective in order to balance the work more optimally between the local and central units at the university and ensure a higher quality of service. We developed detailed business cases for each of the centers and recommended new standard business processes governing work flow between units and the centers to support the new organizations. We assisted in the development of a high-level implementation plan for each of the centers including organization structures, staff required, broad job descriptions, and expected timelines. Additionally, we quantified the benefits of the various changes in order to make a stronger case to the schools and units that the changes are worthwhile.

Worked with the Executive VP of Business Administration of a Big 10 University to develop a plan for the transition their current HR operations into a new Service Center based on the operational and business needs of their new PeopleSoft system. The primary objectives associated with this project included gaining a working knowledge of the current organizational environment, the future PeopleSoft business state of the Service Center with a particular focus on staff, organizational structure, processes and technology, unique operational requirements, and identification of potential solutions to barriers and risks, prepared conceptual Future Service Center organizational design options and recommendations, proposed a high-level staff plan with assessment of the number of staff and primary skills sets required to support the operational solution both functionally and technically, designing the IT PeopleSoft application service requirements to ensure the necessary application support. All recommendations were approved and implemented.

Assisted in the pre- and post-merger analysis and implementation assistance of a not-for-profit national library network organization due to significant revenue and market pressures on the organization. Analyzed different scenarios through a financial and operational model and performed a detailed sensitivity analysis on variables from the current state of operations combined with the reallocation of resources, product rationalization, and a targeted merger with an attractive network partner. Assisted in the merger design and post-merger integration of primary merger target, which focused primarily on organizational design of merged entity to capture process and resource efficiencies.

OCT 2001 – JUNE 2003

TLM GROUP – MANUFACTURING ACQUISITION

Principal, Founder

Additional detail available upon request

CHICAGO, IL

JUNE 2001 – OCT 2001

DELOITTE CONSULTING, STRATEGY GROUP, SUPPLY CHAIN SOLUTIONS

Manager

Additional detail available upon request

CHICAGO, IL

JAN 2000 – MARCH 2001

SIMPLEXIS, BUSINESS DEVELOPMENT

Regional Vice President

Additional detail available upon request

CHICAGO, IL

AUG 1998 – JAN 2000

DELOITTE CONSULTING, STRATEGY GROUP, SUPPLY CHAIN SOLUTIONS

Senior Consultant

Additional detail available upon request

CHICAGO, IL

JUNE 1991 – DEC 1996

FORD MOTOR COMPANY, CLIMATE CONTROL DIVISION

Additional detail available upon request

DEARBORN, MI