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## **Sage Growth Partners, LLC**

*Chris DeMarco, Ph.D.*

*Vice President, Research & Planning*



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**CHRISTOPHER DEMARCO, Vice President of Research & Planning at Sage Growth Partners (SGP)**, combines health care, business, and scientific knowledge to inform business creation, strategic direction, and product development. Chris has in-depth experience in the roles of health care provider and executive, wielding a pragmatic approach based on training in quantitative and qualitative methodologies.

In his role at SGP, Chris has worked with clients on a wide variety of business planning, information technology, research, and marketing projects. His specific areas of focus include business planning, strategic planning, electronic medical record (EMR) selection, and knowledge management.

He leads SGP's FQHC division which offers comprehensive solutions for starting an FQHC, converting existing organizations to FQHCs, and continuous quality improvement of existing Centers. Chris focuses SGP's business, marketing, information technology, revenue cycle, and other relevant expertise on FQHCs.

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## REPRESENTATIVE ACCOMPLISHMENTS

**Nearly 20 years of direct healthcare experience** achieving dramatic growth in Federally Qualified Health Centers (FQHCs) and Community Health Centers (CHCs)

**Advises start-up and existing healthcare organizations** to develop business plans as well as strategic, quality, risk and compliance plans; funding acquisition strategies; organizational structure changes; and outcome measurement

**Grant writing efforts netted more than \$16 million in awards;** white paper topics include analytics, cardiac devices, outsourcing, PCMH, ICD-10

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## BACKGROUND

Dr. DeMarco holds a Ph.D. and M.A. in Social Science (Social Psychology) from the Maxwell School of Citizenship and Public Affairs at Syracuse University and a B.A. from Bucknell University. He has studied psychology at Guildhall University in London. His doctoral dissertation is entitled, *The use of heuristics in judgment under uncertainty: Their relationship to AIDS-related behavior*.

Dr. DeMarco earned his MBA in the Business of Medicine from The John Hopkins University.

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