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## Sage Growth Partners, LLC

**Dan D’Orazio** General Manager, Consulting and Chief Operating Officer



**DAN D’ORAZIO**

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Consulting and Chief Operating Officer

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**DAN D’ORAZIO, GENERAL MANAGER, CONSULTING AND CHIEF OPERATING OFFICER OF SAGE GROWTH PARTNERS (SGP)**, is an accomplished leader with extensive experience in management, organizational development, marketing, strategic positioning and project formation.

His leadership experience crosses the corporate and non-profit sectors. He has been instrumental in successfully starting new ventures and expanding programs on both a small and large scale.

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## REPRESENTATIVE ACCOMPLISHMENTS

**Conducted an organizational assessment and workflow analysis** for merging outpatient clinics at an Academic Medical Center.

**Authored a market analysis for an Academic Medical Center** assessing eight trends impacting organizational positioning and strategy.

**Led and facilitated a six week business immersion program** for clinical and administrative leaders at a renowned trauma center.

**Developed a marketing plan** for a startup pathology lab.

**Conducted an organizational and workflow assessment** of 10 room operating facility in a hospital to identify improvements in personnel, workflow, and efficiency

**Analyzed trends, disease states and new service line opportunities** for a new 70 bed in-patient tower and presented to senior hospital leadership.

**Developed and delivered leadership seminars** for hospital personnel.

**Developed and moderated practice improvement seminar** for an international health care IT firm in 8 US cities.

**Analyzed and presented Meaningful Use legislation** to over 75 practices, medical societies, and vendor user groups.

**Produced a Return on Investment assessment** for a market leading revenue cycle solution.

**Led strategic planning initiative** for a 250 physician owned Management Services Organization

**Led multiple strategic planning efforts** for a top 10 gastroenterology practice with 50 providers and 300 staff.

**Authored a strategic plan and led a leadership retreat** for a California-based public hospital.

**Served as interim management leader** for a start-up, statewide non-profit.

**Provided due diligence over two years for private investors** seeking to enter international health care staffing market.

**Created a business plan** for a \$30 million start-up health care enterprise.

**Conduct sales training for national sales teams** focused on trends in health care information technology, regulation, and changing market forces.

**Lead sales enablement efforts** to support an international healthcare organization in educating prospects.

**Authored federal and corporate grants for electronic medical records** totaling and public health entities totaling \$4 million.

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## PUBLICATIONS

McDaniel, RD and Daniel D'Orazio (2008, November). Enhancing the Physician Enterprise in Maryland: An Analysis of the Practice Environment and Economic Impacts of Maryland's Physicians. Baltimore, MD: MedChi.

McDaniel, RD and Daniel D'Orazio (2009). EMR Readiness: The R-Factor. Is the Sun Setting on the Private Practice of Medicine in Maryland? Physician's Practice.

McDaniel, RD and Daniel D'Orazio (2010, December). Is the Sun Setting on the Private Practice of Medicine in Maryland? Maryland Medicine (Autumn, 2010). Baltimore, MD: MedChi.

McDaniel, RD and Daniel D'Orazio (2011, June). Can a tent change an industry and help transform your strategic thinking? Building Baltimore. Baltimore, MD: ABC Baltimore. 14-15.

McDaniel, RD and Daniel D'Orazio (2011, Summer). U.S. Health Care: In Need of an Industrial Revolution? Maryland Medicine. Baltimore, MD: MedChi. 8-11.

McDaniel, RD and Daniel D'Orazio (2011, September). Mastering the EMR Selection Process: Impetus to Adopt Electronic Medical Records.

McDaniel, RD and Daniel D'Orazio (2011, November). Remote Management of Cardiac Patients: The Forefront of a New Standard. Modern Healthcare.

Developing a Robust Remote Monitoring Program in Your Practice – Clinical, Economic, and Workflow Considerations. Brad Sutton, MD, MBA, Dan D'Orazio, MBA, Rakesh Gopinathannair, MD, MA. Division of Cardiovascular Medicine, University of Louisville, Louisville, KY EP Lab Digest, February 1, 2013: Carey Business School, Johns Hopkins University, Baltimore, MD

Remote Monitoring for Cardiac Arrhythmia: Its Legacy and Growing Importance in Advancing Clinical and Economic Outcomes By Don McDaniel, Chris DeMarco, Ph.D., Dan D'Orazio

Counting the Cost of Atrial Fibrillation Use of Wireless Pacemaker Technology to Innovate Care Deliver. Modern Healthcare, April 30, 2012

The Changing Role of Analytics for Health Care Providers. Sponsored by SAS, March 2012

UNLEASHING THE POWER OF CENTRICITY BUSINESS: Driving Value in Dynamic Times – Lessons From Top Performers. Dan D'Orazio, Don McDaniel

Co-authored a report for the Maryland Medical Society (MEDCHI) titled "Enhancing the Physician Enterprise in Maryland: An Analysis of the Practice Environment and Economic Impacts of Maryland's Physicians"

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## AFFILIATIONS & TEACHING

Mr. D'Orazio is on the Professional Faculty at Carey Business School at Johns Hopkins University

-Corporate Management

-Entrepreneurship

-Strategic Management

Mr. D'Orazio is an active community member serving on the Boards of the Franciscan Center and Mentoring Male Teens.

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## BACKGROUND

Mr. D'Orazio received a Bachelor of Science, Foreign Service from Georgetown University and a Master of Business Administration from John Hopkins University. Prior to joining Sage, Mr. D'Orazio spent eight successful years with UMBC's Shriver Center's Choice Program, Maryland's largest community based-case management program. He advanced quickly in the organization, holding four positions during his tenure, most recently as Deputy Director. In this role, he was responsible for the operations of eleven statewide offices comprised of 75 employees and a \$5 million budget. Mr. D'Orazio was instrumental in reshaping the organization's culture, direction, and funding.

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