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vulrich@sage-growth.com**Dan D'Orazio to Present at the National Association of Community Health Centers Finance, Operations Management/IT Conference***Sage Growth Partners CEO will lead a panel discussion with FQHC leaders at NACHC FOM/IT 2017*

Baltimore, MD – October 23, 2017 – Sage Growth Partners (SGP), a Baltimore-based healthcare research, strategy, and marketing firm, today announced that Dan D'Orazio, CEO, will present at the Finance, Operations Management/IT (FOM/IT) conference held October 25-27 in Las Vegas. Hosted by the National Association of Community Health Centers (NACHC), the event brings together health center leaders to share proven techniques, tools, and strategies to transform their organizations.

The session, entitled *Transforming Health Centers into Innovative Market Leaders: The Results of a Nationwide Survey*, will discuss results from a recent SGP survey of 175 health center CEOs. The survey is the first of its kind to provide baseline metrics on key performance areas and attitudes for federally qualified health centers (FQHCs) – critical information in a challenging and changing healthcare market. Access the executive summary of the survey results [here](#).

D'Orazio will be joined by three panelists: Merrill R. Thomas, president and CEO of Providence Community Health Centers; Charles Kitzman, CIO at Shasta Community Health Center; and Scott Rosenthal, CEO at Northeastern Oklahoma Community Health Centers.

"In 2012, I was the seventh CEO that our health center had hired in nine years," said Rosenthal. "It took a huge amount of change to move the ship in the right direction – everything from our expenses and financial deals, to our patient schedule and workplace culture. It all had to change. We underwent an enormous shift in thinking across the organization to reframe how we ran our business and how we took care of our patients. In the past five years, we more than tripled our patient encounters, among other positive metrics. SGP's research on FQHCs is well-timed, and I'm looking forward to sharing my story at FOMIT as part of this panel."

"FQHCs are facing unprecedented upheaval in the healthcare industry," said D'Orazio. "Health centers are being forced to redefine their identities as new payment models gain traction, and traditional government protections are stripped away. The results of our survey show that FQHC leaders must be ready to be change agents in their organizations, adopting business practices that will safeguard their sustainability into the future. The survey is groundbreaking in its exploration of how industry trends are affecting FQHCs. I look forward to discussing the findings with our esteemed panel."

The session is scheduled for Friday, October 27 from 9:00 am to 10:30 am. (Session Code: IFC1; Location: Celebrity 4, Planet Hollywood.)

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About Sage Growth Partners

Sage Growth Partners accelerates commercial success for healthcare organizations through a singular focus on growth. The company helps its clients thrive amid the complexities of a rapidly changing marketplace with deep domain expertise and an integrated application of research, strategy, and marketing.

Founded in 2005, Sage Growth Partners is located in Baltimore, MD and serves clients such as GE Healthcare, Philips Healthcare, The Healthcare Association of New York State, Healogics, Quest Diagnostics, Qlik, and Legacy Community Health. Visit us online at www.sage-growth.com.