

THOMAS J. PEDERSEN

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EXPERIENCE

**Founder, Vice President and Secretary
01/07 to Present**

**PA HEALTHCARE ADVISORS, INC.
Aliso Viejo, California 92656**

Boutique healthcare consulting and advisory services firm focused on:

interim and long-term management engagements for healthcare organizations, medical groups, medical foundations and other entities:

Recent and current engagements include:

- Management of a neurosurgical practice dedicated to 2 separate Gamma Knife Radiosurgery programs
- Serving on the Board of Managers of 2 Southern California PET/CT joint ventures, representing the assignee for a former physician practice management organization, including discussions regarding imaging center process and procedure volume improvement, possible
- Directing Interim Chief Financial Officer (restructuring) services to the Southern California headquarters of a multi-state hospice entity on behalf of its major equity investment group

**Principal, Co-Head, Healthcare Practice
07/05 to 12/06**

**BRANDLIN & ASSOCIATES ACCNTCY. CORP.
Los Angeles, California 90067**

Los Angeles-based firm focused on providing due-diligence, litigation-support, bankruptcy, workout and healthcare interim management services (ended with departure of healthcare professionals).

- Focused on interim management engagements for healthcare organizations, medical groups, medical foundations and other entities. Recent engagements include:
 - Provided interim general management as Chief Executive Officer to a management services organization (MSO) that provided comprehensive management services to a large 70+ member radiology practice, serving 9 southern California hospitals.
 - Developed restructuring plan to reduce costs and expenses
 - Determined significant mid-seven figure debt owed by radiology practice as result of prior MSO mis-management
 - Improved claims management operations by \$375,000/month, or 11%
 - Closed asset-based revolving line of credit for radiology practice
 - Engineered sale of 2 multi-modality diagnostic imaging centers that together were losing greater than \$125,000 month
 - Directed orderly wind-down of MSO operations and 100% payoff plan of creditor debt over 4 year period
 - Development of special programs for healthcare organizations – recent engagements include:
 - Developed successful “Gainsharing” program model in orthopedic surgery for major southern California medical center
 - Development of concepts for neurosciences institute of excellence for a major southern California medical center
 - Performed due-diligence for major investment bank for a \$55Million debt restructuring investment in a regional diagnostic medical imaging, radiation therapy and management services company, review and analysis of: accounts receivable and finance; diagnostic medical imaging equipment; PACS systems; A/R Management Systems; IT systems.

**Manager, President
and Chief Executive Officer
03/97 to 06/05**

**PHOENIX HEALTHCARE CONSULTING, LLC
Manhattan Beach, California**

Phoenix Healthcare Consulting, LLC is a healthcare consulting firm that provides professional executive management consulting services to medical groups, physicians, hospitals and hospital systems, health plans and HMO's, and healthcare services providers. The firm employs 6 full-time senior executive consultants.

- Co-founder of this healthcare consulting firm with six senior executive consultants from previous firm;
- Developed and established several revenue-stream alliances with healthcare services providers to complement project-based, retainer, and hourly consulting revenue-activities.

**Director
03/94 to 02/97**

**MEDICAL PATHWAYS MANAGEMENT CORP.
Torrance, California**

Medical Pathways Management Corporation is a healthcare consulting firm engaged in providing professional executive consulting services to medical groups, physicians, hospitals and hospital Systems, health plans and HMO's, and healthcare services providers. The firms' annual revenues are in excess of \$4,000,000 and it employs approximately 21 full-time executive consultants.

- Generated in excess of \$400,000 in annual professional billings and \$650,000, or 20%, of total firm revenues in initial fiscal year;
- Developed new professional physician management services program with revenue-based fee structure, generating \$240,000 in annual revenues;
- Developed and instituted incentive-based professional fee compensation for representation of merger and acquisition candidates, upon achievement of transaction prices negotiated in excess of baseline valuations, generating 1996 revenues of \$460,000.

**President, Chief Executive Officer and Director
06/92 to 06/94 (Turnaround)**

**TOWER IMAGING GROUP
Los Angeles, California**

Tower Imaging Group operates seven medical diagnostic imaging, one medical billing, and one professional medical services corporation(s) with total annual revenues in excess of \$48,000,000. The company provides advanced technology diagnostic medical imaging services, healthcare professional management services, financial management services, and development of software/systems technology for data, voice, and image transmission.

- Directed an increase in revenues to \$48,000,000 from \$36,000,000 within the initial ten months of employment;
- Directed a reorganization and consolidation of the affiliate corporations resulting in first two year labor cost reductions of \$1,060,000 and total annual cost reductions of \$1,750,000;
- Refinanced short and long term corporate debt obligations for savings of \$462,000 within the initial four months of employment;
- Directed and developed a concerted marketing plan to secure managed care contracts, developed capitation payment models, secured numerous preferred provider organization (PPO) and technical services contracts with a net revenue value of over \$4,000,000.

**President, Chief Executive Officer
and Director (Turnaround)
10/89 to 05/92**

**COFFMAN SYSTEMS, INC. (CSI)
Cerritos, California**

CSI developed and marketed third and fourth generation language (3GL) and (4GL) application generator software products to the domestic and international financial services and telecommunications industries.

- Directed revised marketing and sales focus, increased revenues to \$7,965,000 from \$2,600,000, improved net income to \$1,635,000 from \$222,000 in one fiscal year increased revenues to \$12,000,000 and net income to \$2,650,000 by the end of the second fiscal year;
- Negotiated international distribution contracts with major multinational corporations, resulting in increased international software revenues of \$1,350,000 from \$400,000 in two fiscal years;

Attracted six acquisition/investment opportunities, engineered three separate equity financings of \$375,000, \$500,000, and \$800,000 and directed and completed merger and transition activities of CSI.

**President and Chief Executive Officer
and Director (Turnaround and Consulting Services)
07/88 to present**

**AMERITECH DEVELOPMENT, LTD
Newport Beach, California**

AmeriTech Development, LTD., develops joint venture projects for domestic and multinational corporations and advises and consults on technology and services related mergers and acquisitions.

- Retained as contract CEO to evaluate ongoing operations for software development corporation; recommended and directed liquidation;
- Directed joint venture development, including contracts, with multiple organizations, for six profit centers; all centers were cash flow positive and profitable within six months of opening.

**Executive Founder, Senior Vice President,
Chief Operating Officer and Corporate Secretary
11/82 TO 08/88**

**AMERICAN HEALTH SERVICES CORP.
(now Insight Health Services Corp.)
Newport Beach, California**

American Health Services Corp.(now InSight Health Services Corp.) develops and operates joint venture diagnostic medical imaging and radiation therapy facilities with major healthcare providers; 1988 annual revenues--\$47,000,000; current annual revenues approximately \$265,000,000; formerly NASDAQ listed, privately held since 2001).

- Co-founded corporation, constructed and presented business plans to investors and secured five stages of corporate financing; initial equity, \$2,000,000, debt, \$3,500,000, mezzanine, \$1,000,000, initial public offering, \$4,350,000, and warrant exercise, \$2,345,000;
- Directed all business development activities and managed operations for seven profit centers generating annual revenues of \$18,500,000 and net operating income of \$3,500,000;
- Initiated and directed plans and negotiated agreements for the acquisition of three major profit centers, increasing corporate revenues \$8,500,000 and net operating profit \$2,550,000.

**Executive Vice President
and Chief Operating Officer
11/80 to 11/82**

**AMI DIAGNOSTIC SERVICES
Los Angeles, California**

AMI Diagnostic Services, Inc., provided high technology diagnostic medical imaging services to primary healthcare providers on a shared and joint venture basis; annual revenues--\$55,000,000.

- Reorganized operations into four business units, eliminated excess overhead costs, improved marketing and sales focus, and engineered strategic nationwide expansion of services through acquisitions, increasing revenues to \$40,000,000 from \$14,000,000 and improving net income to \$5,600,000 from \$1,100,000.

**Division Manager, Computed
Tomography Systems Group
09/78 to 11/80**

**SIEMENS MEDICAL SYSTEMS CORPORATION
Iselin, New Jersey**

Siemens Medical Systems Corporation (now Siemens Medical Solutions, Inc.) is the second largest global developer, manufacturer, seller and servicer of diagnostic medical equipment .

- Established new division (P&L) including marketing, sales, technical services, customer support, and product development, increasing revenues to \$27,000,000 from \$950,000 and net profits to \$9,600,000 from a loss of (\$1,200,000) in one year.

**Regional Manager (Eastern Region)
Director, Management Development
Regional Manager (Central Region)
07/76 to 08/78**

**EMI MEDICAL, INC.
Northbrook, Illinois**

**District Manager (XMS)
National Accounts Manager (ISG)
Senior Account Executive
06/73 to 06/76**

**XEROX CORPORATION
Stamford, Connecticut**

**Senior Account Executive
05/71 to 05/73**

**DUN & BRADSTREET, INC.
Chicago, Illinois**

EDUCATION: Bachelor of Arts, English and Education; Minors: Biology and Mathematics, University of Illinois, Champaign-Urbana and Chicago, Illinois—1971 completed numerous post-graduate level courses in business law, executive management, healthcare management, and physics.

PROFESSIONAL: Mr. Pedersen has served as a guest speaker at national medical and health care conferences, such as the Radiological Society of North America (RSNA), American Association of Neurosurgeons (AANS), Healthcare Financial Management Association (HFMA) and Economics of Diagnostic Imaging Symposia (EDIS).