

William Kloppe, CPA MBA

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SENIOR HEALTHCARE EXECUTIVE

Results-oriented healthcare professional whose leadership, communication and relationship building skills combined with executive ability have consistently enabled healthcare organizations to meet their strategic objectives and financial goals. Experienced in leading organizations through complex business model changes, service line start-ups, information system conversions, revenue cycle development, data mining, and bridging the gap between information systems and administration.

Hands-on leader with over 30 years of progressive healthcare financial leadership roles focusing on quality, accuracy, timeliness, business efficiency and technical competency. Strong network of key relationships within the financial and healthcare industries.

LEADERSHIP SKILLS

- Strategic Planning
- Operations Management
- Project Management
- Team Building
- Business Development
- Contract Negotiations
- Policy Formulation & Administration
- Profit & Loss Accountability
- Business Process Review

FINANCIAL SKILLS

- GAAP Compliance
- Labor Metrics
- Rev Cycle Management
- Cost Savings Initiatives
- Budget Development
- Internal Controls
- M&A Feasibility Studies
- Data Mining

SENIOR HEALTHCARE EXECUTIVE -25+ Years of Experience

- CFO/VP of Finance:
- Hospitals – 20 Years
 - For profit – 12 years
 - Non-profit – 8 years
- Home Health
- Long Term Care (LTAC)

- Critical Access Hospitals
- Physician Practices
- Behavioral Health & Rehab
- Laboratory
- Healthcare Consulting
- Big 4 Public Accounting – 3 years

PROFESSIONAL CREDENTIALS

Vanderbilt University MBA

Masters of Business Administration

Ferris State University

Bachelor of Science

Accounting, Economics, Math

CPA

STATE OF MICHIGAN – ID# 09730

CGMA

AICPA

HFMA

Fellowship (currently inactive)

Major Accomplishments

Revenue Cycle Achievements:

- Increase cash collections from 80% to 95% of prior month's net revenue
- Accounts receivable – 25% reduction in days revenue outstanding
- 10% increase in billing accuracy
- Integrated 17 legacy billing systems into corporate standardized AR
- Reorganization of patient accounting to focus on strategic objectives
- Implementation of expanded AR analytics; identifying a monthly \$400k positive impact
- Revalued profit sharing for 50 physician practices uncovering \$950k underpayment

Expense Control Accomplishments:

- 15 % expense reduction through expense analysis, monitoring, and control
- Maintained a 3% to 5% annual growth in EBITDA
- Forensic Analysis – resulting in corrective actions to accounting inconsistencies
- Development of labor productivity monitoring for 18 ASC/MedSurg facilities

Regulatory Compliance:

- \$76MM successful Medicare settlement
- \$46MM reduction in proposed Medicare audit adjustments
- Automated cost report compliance
- Implement in-house corporate tax compliance, 80 corporations in 35+ states
- Achieved first unqualified audit opinion in over twenty five years
- Due diligence and selection of EHR system wide installation

Business and Operations Expansion:

- Merger, acquisition, and alternative services due diligence and expansion
- Pro-forma, ROI, and capital expansion projects and analysis, IPO's, bond re-financing
- Physician negotiations, satellite operation construction, physician billing installations

Professional Experience

2004-Current: Healthcare Consulting

Currently practicing as a Healthcare accounting and reimbursement consultant.

- CFO for National For Profit and Tax Exempt Hospital Chains
- CFO for Regional Medical Centers and stand-alone Hospitals
- CFO for Critical Access, Rural Community Hospital, and Physician Practices
- Perform labor analytics and develop labor metrics for hospital chain
- Developed structured data base reporting and training in data base mining techniques
- Full revenue cycle responsibility – Reimbursement analytics and modeling
- Development of Productivity Metrics and Reporting
- Physician practice development-50 Physician Practices
- Merger and Acquisition Due Diligence

2001 - 2004-DaVita Laboratory Services, Deland, FL

VP of Finance

1996 - 2001-Concepts of Care, Dallas, TX

Director of Reimbursement

1987 - 1995-Charter Medical [Acute]/THC, Arlington, TX

Chief Financial Officer

TRANSITIONAL HOSPITAL CORPORATION (THC)

Vice President, New Business Development:

1985 - 1987-Irving Community Hospital [Acute], Irving, TX

Chief Financial Officer

1982 - 1985-Dunn Memorial, Bedford, IN

Director of Finance

1977 - 1982-Hospital Affiliates International, Nashville, TN

Director of Taxes

1974 - 1977-Touche Ross & Co, Grand Rapids, MI