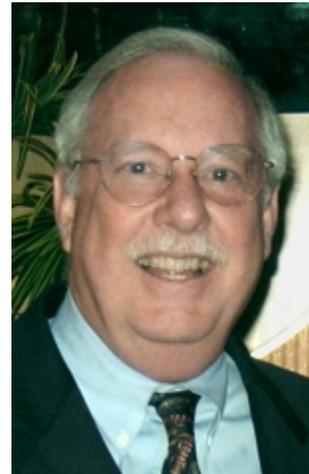


James L. Oakes Jr.

Principal

Mr. James L. Oakes' career spans over 30 years in healthcare information systems and management engineering, with extensive experience as an operating manager, vendor executive and consultant. He specializes in helping healthcare providers plan and optimize their use of information resources, systems, and technology to improve clinical, operational, and financial outcomes.



Representative Client Experience

- Served as interim CIO for a 5 hospital system in the middle of a financial and operational turnaround. Renegotiated IT contracts, streamlined IT staff, implemented new steering committee oversight and governance, and oversaw updating all major systems during tenure.
- Led IT turnaround effort for a midsize community hospital, resulting in placement of new permanent CIO. Subsequently led negotiation for a new, comprehensive HIS system, including development of "risk based" contract terms.
- Consulted with an emerging Health Information Exchange to build consensus as to approach among a varied group of stakeholders. Developed functional and technical approach, sustainability plan, and cost benefit analysis for all stakeholders. Performed financial analysis of potential vendors.
- Assisted a Statewide HIE in developing a payer engagement strategy, including evaluation of the benefit of standardized Administrative Data Exchange (ADX).
- Developed an IT strategic plan for a metropolitan 228 bed hospital, including budgetary analysis of alternative strategies over planning horizon. Assisted in RFS development, vendor selection, and contract negotiation.
- Developed an IT strategic plan for a 100 bed rural hospital, including physician engagement strategy, cost-benefit analysis of potential new applications, vendor selection, and contract negotiation with successful vendor.

Subject Matter Expertise:

- Health Information Exchange
- IT Strategic Planning
- Economic Analysis/Return on Investment
- Contract Negotiation



Prior Experience

Prior to entering the consulting arena, Mr. Oakes spent a number of years as a vendor executive at organizations including APACHE Medical Systems (Chief Operating Officer), HBO & Company (Regional/Divisional Vice President), and Amherst Associates (Regional Vice President). Prior to that, he served as Director of Information Systems and later as Vice President, Planning and Development for Whittaker Saudi Arabia LTD, which managed a 5 hospital network in the Kingdom of Saudi Arabia. He began his career at the Medical College of Georgia as an Industrial Engineer, and later served as a Senior Consultant with Medicus Systems Inc.

Education/Affiliations

Mr. Oakes holds a Bachelor of Industrial Engineering and a Master of Industrial Management, both from the Georgia Institute of Technology.

Speaking/Articles:

He co-authored the book, **Return on Investment for Healthcare: Maximizing the Value of Healthcare Information Technology**, which was selected as the HIMSS 2003 book of the year.

He has appeared on several editions of the Hospital Satellite Network, and has spoken at numerous local, regional, and national professional conferences, including CPRI, HFMA and HIMSS.

He is a regular guest lecturer at Georgetown University and at George Mason University, speaking on return on investment methodologies for healthcare.

Mr. Oakes was a founding member of the Healthcare Technology Network of Greater Washington (HealthTechNet.net), providing a forum for healthcare providers, vendors, payers, and government representatives to exchange views, network, and explore new technology,

He serves on the Advisory Board for the BNA Health IT Law and Industry Report.

Associated with HCIC since 2001

10/2012