

# **Phil C. Solomon**

**Consultant - Healthcare Blogger - Industry Speaker at**

Greater Atlanta Area, GA, US

Revenue Cycle, IT, BPO Change Agent | Marketing/Sales Strategist | Healthcare Blogger | Speaker

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## **Biography**

Phil C. Solomon - An effective leader with a 19 year track record of sustained success in creating and building profitable organizations. Experienced in all facets of business development, profit & loss, strategic planning, market analysis, business intelligence, operational analytics, consulting, marketing, sales and customer relations. Expertise in analyzing healthcare revenue cycle operational performance and implementing leading edge technologies and business process outsourcing solutions for acute care, large medical groups and ACO's. Through leadership as a Managing Partner, at Collectech Systems, gained national acclaim from INC Magazine as one of the 500 fastest growing private companies in America two years in a row. Other positions held include serving as CEO for Knowlagent, an Atlanta based Fast Tech 50 software development firm, Senior Vice President of Sales for IntelliRisk, a Global Technology, and Outsourcing Company and UCB, Inc., an IT and business processing outsourcing firm focusing on health care business operations. Proven ability to generate new revenue streams, provide imaginative business development strategies and solve complex business problems utilizing creative "out of the box" thinking which leads to noteworthy peerless outcomes. An accomplished speaker, entrepreneur, futurist thinker and active member of HFMA, NAHAM, AAHAM and MGMA while holding a B.A. degree from San Diego State University.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC, Corporate Training

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## **Industry Expertise**

Health Care - Providers, Health Care - Services, Information Technology and Services

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## **Areas of Expertise**

Healthcare Revenue Cycle Strategies, Revenue Cycle Optimization, B2b Sales and Marketing 2.0

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## **Affiliations**

MGMA, HFMA, NAHAM and the National Association of Call Centers, ACA, AAHAM

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## **Sample Talks**

## **Implementing Leading Practice Charity Care Programs**

Learn new techniques to identify, manage, and administer approved charity programs at a lower cost with less FTE's.

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## **Event Appearances**

### **Breakthrough Strategies ? Leading Edge Self-Pay Solutions**

West Virginia Winter Education Conference

### **Using Real Time Analytics Technology to: Identify ? Measure ? Track ? Improve**

Illinois Patient Access Management

### **Sales and Marketing Strategy for the New Millennium**

2010 Sales and Marketing Kickoff Conference

### **Leading Practice Self-pay Strategies**

HFMA Region 11 Educational Symposium ? Las Vegas

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## **Education**

### **San Diego State University**

Bachelors of Arts College of Professional Studies

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## **Accomplishments**

### **INC 500, Inc. Magazine's highlights America's 500 fastest growing privately held companies**

INC 500, Inc. Magazine's highlights America's 500 fastest growing privately held companies - As a principle at Collectech Systems, we were honored as #129 in 1993 and #164 in 1994.

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## **Testimonials**

### **Scott A. Noel, CPAT, MPA**

?Phil, I'd be more than happy to act as a reference for you in the future. Your presentation was well done and very well received by our Chapter members. Best of luck in the future, and hopefully our paths will cross again soon?. Scott A. Noel, CPAT, MPA Director of Education HCA - San Antonio Shared Services Center Education Chair Texas Bluebonnet Chapter AAHAM

**Karen Fordham, MBA**

?Hey Phil! Thanks so much for participating in the event. We really do appreciate it. Your presentation was great! I enjoyed it and it was enough to have folks asking the question, what else can I do or get to help in the situation we are in. Everyone right now is having a hard time requesting bodies to do the work, technology can help with that?. Karen Fordham, MBA Hospital Administrator Huron Valley-Sinai Hospital ? The Detroit Medical Center Michigan HFMA Educational Conference

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