



BIOGRAPHY

NATHAN S. KAUFMAN Managing Director **Kaufman Strategic Advisors, LLC**

I N T R O D U C T I O N

Nathan Kaufman is Managing Director and founder of Kaufman Strategic Advisors, LLC, an established San Diego-based consulting company. He has 30 years of experience and is a nationally renowned expert in the areas of peak performing hospitals and physician groups, hospital strategy, physician compensation, integrated delivery systems, managed care, joint ventures and dispute resolution and has been called upon as an expert witness in healthcare arbitration cases. Throughout his career, he has held executive positions in a wide range of healthcare companies, including President and Chief Operating Officer of an imaging center company. He currently serves on various advisory and editorial boards; Executive in Residence and HIS Advisory Board at Georgia Tech Health Systems Institute. His educational credentials include an MS in Health Systems from the Georgia Institute of Technology and a BS in Psychology from Emory University.

A R E A S O F S P E C I A L I Z A T I O N

Among the clients benefiting from Mr. Kaufman's keen consulting acumen and flair for healthcare services integration are such providers and physician groups as investor-owned and not-for-profit multihospital systems; prestigious dominant medical centers; general medical/surgical hospitals; primary care physicians and specialists; IPAs; national imaging and surgicenter companies; major diagnostic equipment companies; large radiology groups; medical staffs and medical groups; and national and state healthcare associations.

- Expert Witness Testimony
- Hospital Strategy
- Hospital Performance Improvement
- Executive Education
- Managed Care Strategy Development
- Managed Care Negotiation
- Mediation and Problem Resolution
- Physician Joint Venture Structuring and Negotiation
- Physician Group Research and Valuation Services
- Physician Group Operations Management

P U B L I C A T I O N S & P R E S E N T A T I O N S

Mr. Kaufman is a noted lecturer and author on topics related to strategies achieving peak performance, managed care, hospital-physician transactions, and joint ventures. He regularly speaks on these topics and others for numerous health system organizations and healthcare associations throughout the country. Mr. Kaufman was a lead faculty member for the American College of Healthcare Executives (ACHE), for which he has developed the following courses: *The Art and Science of Competitive Strategy*; *Advanced Managed Care and Integration Strategies*; *Restructuring Integration: Essential Strategies for the New Millennium*; and *Lessons Learned: Innovative Strategies for Achieving Competitive Advantage*. In addition, he holds executive education retreats and presents at numerous major conferences as keynote speaker, such as The Governance Institute and the American Leadership Governance Group. He has made significant contributions to the body of healthcare literature and is the primary author of Building Business Relationships with Physicians, which was published by the American Academy of Family Physicians; numerous articles published by *Trustee Magazine* and has developed a Governance Institute white paper as a board development tool to improve effectiveness of boards of directors, titled ...Because When You're Out of Money, You're Out of Options. More recent articles published are:

- "Succeeding in the Healthcare Market," *Healthcare Executive*, ache.org, July/Aug 2008
- "Physicians: Employment Reemerges As Strategy to Align Incentives," *Future Scan 2008 (Healthcare Trends and Implications 2008-2013)*
- "The Problem with Health Care Reform," *Hospitals & Health Networks Magazine On-Line*, Oct. 2007
- "Separating Fads from Facts," *Trustee Magazine*, Jun. 2007
- "A Formula for Managed Care Contracting" *Hospitals & Health Networks Magazine*, Jan. 30, 2007
- "Objective Parameters for Managed Care Contracting," *Governance Institute E-Briefings*, Sept. 2006

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