

## Is Your Practice Making Value-Based Decisions?

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Former Health and Human Services secretary Mike Leavitt once said about change, “You can fight it and fail; you can accept it and survive; or you can lead it and prosper.”

As everyone knows, the business of health care is undergoing significant change. Medicare spending is a major topic on Capitol Hill, and this will continue as everybody tries to figure how to control costs that are becoming an expanding part of the federal budget.

As the health care reform initia-

tives begin to take hold, all stakeholders are looking for ways to maintain or increase their market share, and contain costs, by forming strategic alliances. As such, seeking relationships with partners that add value to their services has become paramount in the minds of industry leaders. Through years of experience, we’ve observed that acquisition focuses all efforts on integration over innovation. Partnering just makes sense.

While so many struggle to define

value in health care, we’re all driven by value-based decisions in our daily lives. If you’ve recently had a nice dinner at a local restaurant, shopped for a television, or purchased a new car, you’ve been faced with a value dilemma—benefit minus cost.

Why do you make these typical purchasing decisions? Because you’ve placed a value on past service, the reviews of others, and, most important, you’ve taken all this information and developed an educated opinion that the “brand” has demonstrated value in terms of service, reliability, and responsiveness—and provided it all at a cost

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## Career Opportunity

To advertise call 425-457-4316. Visit [cahcnnews.com](http://cahcnnews.com) to see all available jobs.



# HOLY NAMES UNIVERSITY

### Full and Part Time Faculty –Nursing

Holy Names University invites applications for Full & Part Time faculty positions in the Department of Nursing beginning Summer Semester 2012. Theory and clinical supervision are needed in Medical Surgical, Pediatrics, Psychiatric and Maternity Nursing.

#### Qualifications:

Successful candidates must have an MSN or higher in Nursing, minimum of 5 years clinical experience in medical/surgical arena, and commitment to and/or expertise in educating a diverse student population.

#### To Apply:

Interested applicants should submit an application letter and curriculum vitae, to:

Holy Names University  
Attn: Human Resources  
3500 Mountain Blvd.  
Oakland, CA 94619  
[hr@hnu.edu](mailto:hr@hnu.edu)

Nestled in the hills overlooking the beautiful San Francisco Bay Area, Holy Names University serves over 1200 undergraduate and graduate students. The University is noted for its commitment to excellence, civic engagement and social justice. It is consistently ranked in the top five masters level universities in the West for diversity.

For additional information about Holy Names University, visit <http://www.hnu.edu>

Holy Names University is an Equal Opportunity Employer

## Letter from the Publisher and Editor



Dear Reader,

The Consultant Marketplace is an online directory of consultants, attorneys and vendors to the healthcare industry offered on all Healthcare News web sites since 2008. It is a free, fast and comprehensive place to find external resources when there are short-term and, in some cases, long-term business needs. For example, let's say you need to hire an advertising agency to advise you on how best to re-

recruit new staff. You would go to one of the Healthcare News web sites and click on the *Consultant* tab in the blue navigation bar at the top of the page. Once at the Consultant Marketplace you search for recruitment advertisement agencies and find a half dozen well known firms used by other healthcare organizations.

For years we've restricted Consultant Marketplace participation to those companies who paid a monthly fee. So, while fast, the selection was neither free nor comprehensive. We recently changed this so all consultants, attorneys and vendors who service the healthcare industry receive a Consultant Marketplace listing at no charge. At this edition's print date, we have over 150 companies in the Consultant Marketplace and we expect it to grow to 600 by the end of the year. Check it out by visiting [cahcnnews.com](http://cahcnnews.com). Until next month,

*David Peel, Publisher and Editor*

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that doesn't overshadow the benefit.

If health care can follow the models that have allowed the marketplace to thrive for generations, then it's time to realize that reducing costs is inevitable. But what demonstrates value are your actions, your desire to seek out quality partners, the benefit you can provide to your payers' networks, your quantifiable efforts to improve the performance of your specialty across all components of the care continuum, and the role you take to be recognized as a leader in creating improved outcomes for suppliers and consumers alike.

Payers and employers have never been more willing to recognize

beneficial change in health care delivery. Emphasis is slowly shifting from treatment to prevention and from a reactive to proactive practice of medicine. Providers are also now leveraging technology widely used in other industries, and they're embracing incentive programs to support value-based partnerships that provide efficient, accountable care at a more affordable cost.

In addition, new initiatives promote information sharing and interactive provider collaboration in an effort to improve patient care and quality outcomes. And while the current outcome-reporting measures and payer-developed protocols are being developed by the larger stake-

holders in health care, the best ideas for change are coming from the providers that work with patients every day.

For some, all this activity to redefine the delivery of healthcare remains something that needs to be part of a long-term strategy. But if you look around and tally the high-priority agendas evident within the industry, you'll note that the payers are defining their focus on incentives now. Physician groups are looking to expand their networks and influence, and health systems are actively addressing access concerns with strategic outreach programs to improve their community brand by aligning themselves with physicians through service-line mar-

keting, clinical connectivity, and targeted acquisition opportunities.

Health care reform is a long process. But the best way to remain in front of large employer economic demands, payer strategies, and health system branding at the local level is to join the conversation now, while it's still in its formative stages. Doing so creates huge opportunities for the best-run medical practices to demonstrate their value. And those that can do so at a cost that doesn't overshadow the benefit will be the ones who prosper in the future.

Here are a few ways to create your brand:

- Identify ways to provide quality services with high patient satisfaction.
- Make suggestions for health systems to save money.
- Enter into meaningful dialogue with payers to gather current data about your care.
- Streamline practice expenditures.
- Consider strategic alliance opportunities:
  - o With same-specialty groups (to gain operational efficiencies)
  - o With complimentary specialties (to create centers of excellence)
  - o With hospitals (to create measurable opportunities for high-value care)
  - o With payers (to recognize and act on value-based opportunities)

Albert Einstein is widely credited with saying, "Not everything that counts can be counted, and not

everything that can be counted counts." Let's work together to do what counts.

*Irv Barnett has more than 25 years of experience helping physicians build successful practice performance through business development, strategic planning, and effective governance. He leads process implementation efforts to measure, monitor, and manage net income objectives to meet the*

*unique needs of each practice. He can be reached at (916) 503-8112 or [irv.barnett@mossadams.com](mailto:irv.barnett@mossadams.com).*

*Beth Santizo specializes in reimbursement and payer coverage strategies, working with physicians and medical groups to improve practice administration, governance issues, financial performance, and market share. She can be reached at (916) 503-8172 or [beth.santizo@mossadams.com](mailto:beth.santizo@mossadams.com).*



When change moves you in a new direction, choose the right navigator.

In health care, success requires diligence and foresight—two qualities that will prove even more important in the days to come. As reforms take effect, will your organization be ready?

We've helped hospitals nationwide strengthen their financial operations. Discover how we can make a difference to yours.

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*Acumen. Agility. Answers.*

# Career Opportunities

To advertise call 425-457-4316  
Visit [cahcnnews.com](http://cahcnnews.com) to see all available jobs.



## Quality and Compliance Officer (East Palo Alto CA)

Under the administrative direction of the CEO, and the **Quality and Compliance Officer** is responsible for overseeing and monitoring the compliance, quality and risk management activities and programs for the organization

- Function as the leader of the Total Quality Management Steering committee responsible for overseeing performance monitoring activities that are of a clinical, safety and quality nature.
- Develop, initiate, maintain, and revise compliance policies and procedures for the Compliance Program and its related activities to prevent illegal, unethical, and/or improper conduct.
- Investigate patient complaints and incidents and prepare written reports with recommendations for corrective action to the CEO and/or Exec and Management Teams.

Requirements: MA/MS degree in public health, health administration, business administration, public policy or related field. Minimum 5 years experience in ambulatory health care services, strong computers skills in a Windows based environment; knowledge of NextGen a plus; current CA driver's license and personally owned, insured vehicle to drive on work related business.

Submit resumes and salary requirements to [resumes@ravenswoodfhc.org](mailto:resumes@ravenswoodfhc.org) or mail to: Human Resources, Ravenswood Family Health Center, 1798a Bay Road, East Palo Alto, CA 94303. Fax: 650.321.8576. EOE



## Director of Quality Management (Larkspur, CA)

Hospice By The Bay provides emotional, spiritual, physical and practical support to individuals, their loved ones, and their caregivers when facing a terminal illness. We are committed to delivering quality care and maintaining ethical, legal, and cost-effective standards. We are looking for an experienced Quality Management professional to be responsible for establishing, implementing and evaluating the agency's Quality, Safety, Risk Management, Infection Control and Compliance Programs to meet and promote standards of quality and contribute to the agency's mission and goals.

Ideal candidate will possess a thorough knowledge of performance improvement, quality assurance, compliance and utilization management along with a strong working knowledge of management practices and relevant laws, regulations and standards, e.g. CHAP.

Requirements: Bachelor's degree in Nursing from a program accredited by the National League for Nursing or Master's Degree in Social Work from school accredited by the Council on Social Work Education. Minimum five years experience in quality management in a health care setting, preferably in hospice care and two years experience managing a quality management department or function. Licensed clinical health care professional, e.g. Registered Nurse or Licensed Clinical Social Worker, with current license to practice in the State of California.

This full time position offers a supportive work environment and a competitive compensation and benefits package.

To apply please copy and paste the following link into your browser:

<https://home.eease.adp.com/recruit/?id=1393621>



## Manager, Surgical Services (Lynwood, CA)

Full Time, Day Shift

At St. Francis Medical Center, compassionate service means providing care with gentleness and kindness. It also guides our efforts to meet the healthcare needs of the whole person — body, mind and spirit. We invite you to consider this exciting opportunity to share our values and join our healing mission.

The successful applicant will work closely with the Director of Surgical Services and provide oversight of day-to-day operations of our busy Surgical Services Department.

Requirements include 5+ years of recent OR experience, a valid CA RN license, BSN (MSN preferred) and current ACLS / BLS-C through AHA. Strong verbal and written communication skills are essential; bilingual English/Spanish is highly desirable. CNOR preferred.

St. Francis team members enjoy professional growth and educational advancement, as well as excellent benefits that include medical, dental and vision plans, plus generous paid time off, a tax-deferred annuity and a matched contribution retirement plan. For immediate consideration, please apply online at: [www.stfrancis-medicalcenter.org](http://www.stfrancis-medicalcenter.org). EOE



## Care Planner (2 positions) (Signal Hill, CA)

Provide long-term care management to frail, economically disadvantaged, culturally diverse older adults, disabled adults and caregivers in order to help them remain safely at home and to prevent premature institutionalization.

**PREFERRED QUALIFICATIONS:** Master's Degree in social work, psychology, counseling, rehabilitation, gerontology or sociology plus one year experience working with the elderly preferred; or a Bachelor's Degree in one of the above fields, and two years experience working with the elderly is required. Minimum one year working in a hospital, home health agency or related setting in which the primary targeted population is the elderly. Knowledge of environmental concerns of the elderly. Theoretical understanding of the developmental needs for this population and means for intervention. Experience in working in case management setting or a demonstrated knowledge of case management techniques preferred. Ability to perform home assessments, telephone monitoring, and travel to client homes throughout Los Angeles County. Strong organizational, verbal and written communication skills. Ability to work well with others. Computer proficient required. Bilingual: Spanish skills required.

To learn more and apply visit [www.scanhealthplan.com](http://www.scanhealthplan.com) and search for job requisition numbers 12-696 or 12-702.



## Director of Nursing (Hollywood, CA)

AIDS Healthcare Foundation is searching for a Registered Nurse to work as our Director of Nursing. This is a Fulltime, Regular position to oversee the daily operations of one of our healthcare centers and it also includes responsibilities to oversee the nursing operations of all of our healthcare centers in the United States.

### QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

### EDUCATION AND/OR EXPERIENCE

Master's degree (M.A.) or equivalent; or four to ten years related experience and/or training; or equivalent combination of education and experience. Bilingual (Spanish/English) preferred. MSN preferred. Sensitivity to the issues surrounding HIV and AIDS.

### CERTIFICATES, LICENSES AND REGISTRATIONS

Licensed Registered Nurse with the California Board of Registered Nursing. Current CPR certification required.

### ADDITIONAL INFORMATION

Salary: Based on Experience  
Location: Hollywood, California  
Position Type: Full Time, Employee  
Reference Code: 0121-DON

### CONTACT INFORMATION

Miyoshi LaFourche, Talent Acquisition Manager  
AIDS Healthcare Foundation  
6255 W. Sunset Blvd., 21st Floor, Los Angeles, CA 90028  
FAX: 323-462-6869  
EMAIL: [Careers@aidshhealth.org](mailto:Careers@aidshhealth.org)



## Senior Consultant, Cardiology Services (Sacramento, CA)

**Company Overview:** Aspen Healthcare Metrics provides clinical service line management and supply chain optimization services to hospitals nationally since 1994. Aspen has worked with hundreds of hospital programs to reduce clinical costs, improve physician-hospital relationships, and provide benchmarking and performance analysis. Located in Centennial, CO, Aspen Healthcare Metrics is a subsidiary of MedAssets, a margin and cash flow improvement company providing innovative solutions for healthcare providers. MedAssets serves more than 180 health systems, 4,000 hospitals and 90,000 non-acute healthcare providers. For more information, visit [www.medassets.com](http://www.medassets.com).

**Job Purpose:** In support of Client, Sutter Health, will be responsible for the successful support of a Cardiology service line and contracting for all the associated goods and services within Diagnostic / interventional Cardiology and CV Surgery. A secondary responsibility includes participation within an overall Capital Equipment Program leading clinical equipment standardization initiatives for hospital-wide capital needs. To utilize specific subject matter knowledge and customer relations skills to contribute to the enterprise, primarily through efficient and successful delivery of client consulting engagements.

**Minimum Knowledge, Competencies & Qualifications:** Over five years of experience directly related to the duties and responsibilities specified, including extensive current knowledge of supply chain operations within healthcare and experience related to Cardiology supplies and equipment required. Bachelor's degree and relevant experience in a health care-related field required. Knowledge of standard clinical and operating procedures and general finance in an acute care setting required. Knowledge of medical terminology, ICD codes, CPT codes, and DRG codes required. Ability to read, analyze and interpret scientific and technical journals, financial reports, and legal documents. Ability to respond to common inquiries or complaints from clients, coworkers, or members of the business community. Ability to effectively present information to top management, public groups, and/or boards of directors. Demonstrates strong analytical and problem-solving skills, is detail-oriented. Able to prioritize workload and work effectively with minimal supervision. Demonstrated ability to work concurrently on multiple projects with several teams. Demonstrated ability to work in a team environment that requires quick turnaround and quality output. Solid knowledge of all MS Office Products.

**Travel:** Up to 10- 15% travel is required. This is a Sacramento-based position, prefer local candidates or individuals open to relocation to the area.

# Career Opportunities

To advertise call 425-457-4316  
Visit [cahcnnews.com](http://cahcnnews.com) to see all available jobs.



## Director, Care Management (Monterey, CA)

CHI convenes the medical community and articulates a collaborative vision for improving the quality, safety, and efficiency of healthcare in Monterey County through an integrated population management strategy that enhances access to providers, improves caregiver communication and a team approach to care delivery. The team approach is supported through in-office and community-based clinical services, and integrative health information technology (HIT). Integrative HIT facilitates connectivity across the care site continuum, the development of evidence-based clinical decision support tools, and performance measurement systems.

In addition, CHI engages payers in designing value-based insurance products that promote evidence-based workplace wellness, primary prevention and disease management to keep our community healthy and reduce the clinical and financial burden of disease. Finally, CHI engages patients empowering them to be active participants in fostering and maintaining their own health. The Director is responsible for facilitating the planning, organizing, implementing, operating, and evaluating care management and care coordination activities. Reporting to the VP/COO, s/he is responsible for providing direction of clinical and non-clinical services specific to care management. Responsibilities also include all aspects of promoting cost effective quality outcomes that are monitored across the care continuum and making decisions related to providing care. The director works collaboratively with hospital leadership, staff and physicians and works in accordance with federal and state laws. S/he will be an instrumental part of this small organization's growth and development.

**Position Requirements:** A minimum of three years experience as a registered nurse and two years in care/case management. Current CA RN license. Must have demonstrated ability to facilitate broad groups of medical and social agencies. Bachelors of Science degree in Nursing, Public Health, or related field or equivalent combination of experience and education. Highly professional with excellent written and verbal communication skills.

**Preferences:** Masters degree in Nursing, Public Health, or related field preferred. Supervisory experience. Knowledge of grant writing. Knowledge of fund development. Knowledge of implementing and evolving healthcare information technology systems to support operations.

Please submit a resume to [chijobs@chomp.org](mailto:chijobs@chomp.org).

Community Healthcare Innovations is an equal opportunity employer.



## Geriatric Health Specialist, RN (2 positions) (Long Beach, CA)

To conduct telephonic care management assessments of members, classify members as needing either basic or complex care management, developing appropriate care plans and advocating on behalf of the members as needed.

**PREFERRED QUALIFICATIONS:** Current CA RN from an accredited school of nursing required. Bachelors or advanced degree preferred, with a minimum of two to three years experience in medical or social case management with a geriatric population. Case management certification highly desirable. Good oral and written communication skills, with the ability to speak clearly and conduct telephonic assessments. Computer literacy required with competency in MS Word, Excel and Access. Demonstrate ability to work with minimal supervision.

Bilingual Spanish required.

To learn more and apply visit [www.scanhealthplan.com](http://www.scanhealthplan.com) and search for job requisition numbers 12-630 or 12-670.



## Sr. Organ Recovery Coordinator (Sacramento, CA)

Works with donor families, donor hospital personnel, and transplant hospital personnel to facilitate efficient recovery of organs for transplantation. Extensive "On call" services are required. Assists with hospital development duties and professional education as assigned. Assists with public education and outreach projects as assigned.

**Responsibilities:** Provides "on call" recovery services to meet the needs of donors, donor families, hospital personnel, physicians, and DCIDS. Assists in training new employees. Evaluates potential donors. Counsels donor families, provides informed consent, and assists donor families as necessary. Responsible for medical management of the donor prior to the recovery process. Allocates organs to recipients in compliance with UNOS policies. Provides transplant programs and surgeons with information necessary to determine medical suitability of the organ for their designated recipients. Assists in arranging transplantation for organ recovery teams. Coordinates and assists in the surgical recovery of organs. Assists with hospital development activities in conjunction with the hospital services staff and appropriate manager. Works with selected hospitals to assess the highest donor potential. Activities include: Hospital rounds to increase OPO visibility, donor and referral follow-up, correspondence with donor hospitals, donation education, offers feedback mechanism regarding post-referral and recovery initiatives with hospital staff and assists with implementation of hospital strategic plans as approved by the Hospital Service Coordinator. Participates in research protocols and assists with projects and other related duties as assigned by the Manager of Clinical Services. Responsible for collecting data needed for recording and reporting referrals and donor activities. Follow DCIDS policies regarding documentation and works with eth Quality Department to ensure the donor record is complete and compliant with all regulatory agencies. Provides coordination of remote organ recovery with local transplant centers. Coordinates travel arrangements and surgical recovery with host coordinator. Facilitates communication of information between donor hospital and transplant center.

**Education/Experience:** RN, PA, EMT, or RT. At least two (2) years in critical care or equivalent medical experience.

**License/Certification:** Certified Procurement Transplant Coordinator (CPTC) preferred or must become certified within 2 years of hire.

To apply: Contact: [careers@dcids.org](mailto:careers@dcids.org)



## Director of Clinical Information Systems (Visalia, CA)

The DCIS establishes project timelines and milestones in collaboration with ISS project manager and project sponsor. Utilizes PC tools to develop, monitor and document projects. Assures adherence to timelines and oversees implementation details. Provides written notification of potential missed timelines to appropriate parties. Submits weekly reports. Accurately and promptly analyze use needs. Accurately and promptly analyze impact of it in clinical work process. Functions as principle communication coordinator between users, ISS, vendors, and district leadership. Coordinates work of interdepartmental teams. Maintain accurate project documentation. Oversees the installation, configuration, and management of all hardware/software of information systems projects.

We are looking for a collaborative individual who thrives in a team atmosphere and enjoys the role of leader. This individual must develop strong relationships with the medical staff and have the ability to find common ground amongst different levels of control within the hospital. This person should be innovative and be viewed as a nursing leader. Lastly, we are looking for someone who is confident, responsive, and who can take charge of and delegate to the team.

### Education/Experience/Licensing Requirements

Active CA RN license, BSN required, MSN preferred. 5 Years as a clinical practitioner (nurse); 3 years in informatics project implementation/management strong leadership skills mandatory; ACNN would be a plus.

Applicants can apply online at our website at [www.kaweahdelta.org](http://www.kaweahdelta.org) or by email to [sjacobs@kdhd.org](mailto:sjacobs@kdhd.org)



## Administrator (San Francisco, CA)

Founded in 1966, Self-Help for the Elderly is a community-based organization committed to promoting the independence, dignity, and self-worth of seniors. Each year the agency serves over 35,000 seniors in San Francisco, San Mateo, Santa Clara and Alameda Counties by providing a comprehensive range of multicultural and multilingual services to empower seniors to help themselves and others. Our vision is to be the premier provider of senior services in the San Francisco Bay Area with a commitment to excellence and achievement. Over 90% of our clients come from low-income minority community.

Responsible for the overall management of the HomeCare and Hospice programs including personnel, financial, and operational oversight.

**Qualifications:** Bachelor's degree in business, public administration, or health services. Masters degree strongly preferred. Five years of experience in business management and three years of experience in home health or hospice. Demonstrated experience in financial analysis and business development. Knowledge of relevant state and federal regulations regarding home health and hospice. Excellent verbal and written communication skills. Excellent interpersonal and conflict resolution, mediation, and crisis management skills, with the ability to exercise good judgment and confidentiality. Proficient in MS Office and the internet. Must pass background check. Must be able to travel throughout San Francisco and the Bay Area for the performance of his/her job duties. Must have and maintain valid CA driver license, acceptable driving record, and automobile insurance coverage as specified in Self-Help's policy.

**Salary:** \$77,000 - \$90,000 annually

To apply: Please go to [www.selfhelpelderly.org](http://www.selfhelpelderly.org) to fill out an online application.



## Licensed Clinical Social Worker (Oakland, CA)

Two (2) openings for California-licensed LCSW or Clinical Psychologist who will conduct mental health treatment services, psychotherapy, crisis intervention, counseling, referral, and follow-up services, coordinating patient care and case management with various medical staff. Require current California LCSW or Clinical Psychology license, 2 years clinical experience, fluency in English and Cantonese/Mandarin language, familiarity with Asian community and local resources for health & social services. Must be willing to work collaboratively in the behavioral health department and with other medical clinical staff and departments.

Starting annual pay: \$63,550 + depending on qualification plus generous benefits including paid medical, dental, life, long-term disability and malpractice insurance; vacation, sick, and holiday pay; 403b retirement package with employer contribution and match; CME, transportation benefit and bilingual pay, etc.

**To apply for the above position, send resume and cover letter:**

By email to [HR@ahschc.org](mailto:HR@ahschc.org), by FAX to 510-986-6895, or by mail to Asian Health Services, 818 Webster Street, Oakland, CA 94607.

AHS is a Health Professional Shortage Area (HPSA)-approved site. Outstanding balance of qualifying student loans of MD, NP, and PA may qualify for federal loan repayment award.

# Career Opportunities

To advertise call 425-457-4316  
Visit [cahcnnews.com](http://cahcnnews.com) to see all available jobs.



## Director of Nursing Public Health (Modesto, CA)

This position serves as the Assistant Director in charge of Nursing Services of the Health Services Agency for Stanislaus County and is a member of the senior management team. It has full administrative and supervisory responsibility for the division subject to policy determinations. This position reports to the Associate Director of the Public Health division of the Agency.

### MINIMUM QUALIFICATIONS:

**Education/Experience:** Bachelor's degree from an accredited four year college or university with a degree in public health, nursing, or a closely related field and Masters degree in Nursing, Public Health, Health Administration, or other applicable Master's degree or at least 35 units completed (degree completion must occur within two years of hire). Two - five years of full-time progressive experience in a public health and/or clinical environment and Held managerial role in a health care delivery system supervising Public Health and Registered Nurses for two years. **License:** California Registered Nurse License and Public Health Nurse Certificate (or ability to obtain same) & valid California Drivers License.

### TO APPLY AND SEE ADDITIONAL QUALIFICATIONS

Apply online at: [www.stanjobs.org](http://www.stanjobs.org)



## CEDARS-SINAI MEDICAL CENTER Health System Manager (Req. 8421) Cedars-Sinai Cancer Institute (Los Angeles, CA)

### A dedication to something greater.

Cedars-Sinai Medical Center has established itself as one of the nation's most respected healthcare leaders. Our Biomedical research is a major component of Cedars-Sinai Medical Center's mission and is vital to our commitment to maintain excellence in patient care. We invite you to join our team and participate in our research program.

As the Manager for the Clinical Research Office (CRO) of the Samuel Oschin Comprehensive Cancer Institute, you will be responsible for planning, organizing, managing and controlling daily operations of the CRO and ensuring that development is consistent with NCI Comprehensive Cancer Center designation.

To qualify, you will have a related Bachelor's Degree and five to ten years experience working in an academic medical center. You must have previous management experience. Ideally you will have an RN, OCN and Master's degree. We prefer experience in cancer-related research, research administration and clinical research office functions. Experience working in a Clinical Trials Office at an NCI-designated institute is highly desirable.

For a complete job description or to apply, visit us at: <https://www.cedars-sinaimedicalcenter.apply2jobs.com/> and type in Req. #8421.

Cedars-Sinai is an Equal Opportunity Employer that welcomes and encourages diversity in the workplace.



## Primary Care Physicians (Oakland, CA)

Four (4) openings for providers preferably MD or highly experienced Midlevel Practitioners to join a medical team of a federally-qualified primary care health center in downtown Oakland, California. We are looking for Family Practitioner or Internist to provide predominantly Asian patients of all ages with a full range of services including drop-in visits, telephone call triage, urgent care, 24-hour on-call and hospitalization duty, and referrals. Fluency in English and Cantonese/Mandarin or any Asian Pacific language such as Vietnamese, Korean, Mandarin, Filipino, Cambodian, etc. highly desirable. Minimum requirement: current California medical license, DEA, specialty certification, and CPR certificate.

Asian Health Services provides competitive salary and excellent fringe benefits that include paid medical, dental, life, long-term disability and malpractice insurance; vacation, sick, and holiday pay; 403b retirement package with employer contribution and match; CME, license renewal, society dues, specialty & DEA re-cert benefits; transportation benefit and bilingual pay, etc.

### To apply for the above position, send resume and cover letter:

By email to [HR@ahschc.org](mailto:HR@ahschc.org), by FAX to 510-986-6895, or by mail to Asian Health Services, 818 Webster Street, Oakland, CA 94607.

AHS is a Health Professional Shortage Area (HPSA)-approved site. Outstanding balance of qualifying student loans of MD, NP, and PA may qualify for federal loan repayment award.



## Clinical Nurse Specialist, Critical Care (San Pablo, CA)

### POSITION SUMMARY:

A professional nurse who as a result of his/her graduate education and in-depth clinical experience, possesses the advanced knowledge and clinical skills to provide expert nursing care in the critical areas. The Clinical Nurse Specialist(CNS) collaborates with the Nurse Director as an innovator, change agent and leader in the pursuit of improved nursing practice, education, consultation and research. The primary responsibility of the CNS is the direct application of clinical expertise to the critical care patient, and to members of the health care team in order to promote optimum patient care, through program development, and clinical practice guidelines.

### EDUCATION/TRAINING/EXPERIENCE:

Minimum: Master's Degree in Nursing, One year experience as a Clinical Nurse Specialist in Critical Care, Three years recent critical care experience

**LICENSES/CERTIFICATIONS:** Minimum: California RN license, BLS, ACLS, BRN Certified Clinical Nurse Specialist

To learn more and apply visit  
[www.doctorsmedicalcenter.org](http://www.doctorsmedicalcenter.org)  
and search for Requisition 11-210



## Associate Director of Business Development (Managed Care & Pharmacy) (Los Angeles, CA)

The Associate Director of Business Development reports to the Senior Vice President and will serve as an enterprise leader. The primary responsibilities of this role will include but is not limited to our domestic 10-state expansion program including the implementation and development of managed care opportunities for licensing and approval to operate Medicaid and Medicare plans.

### QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

### EDUCATION AND/OR EXPERIENCE

Bachelor's degree from a four-year college or university. Masters in Business or Health related field preferred. A minimum of five years experience in health plan or health care business development preferred. An understanding of the HIV epidemic and the publicly subsidized healthcare environment. Exceptional strategic thinking and problem-solving skills including a track record of predicting and planning for the future in an environment characterized by ambiguity as well as reversals and recoveries. Evidence of having created and implemented innovative solutions to meet pressing organizational needs in a resource constrained environment. A passion for AHF's mission.

### CONTACT INFORMATION

Miyoshi LaFourche, Talent Acquisition Manager  
AIDS Healthcare Foundation  
6255 W. Sunset Blvd., 21st Floor, Los Angeles, CA 90028  
FAX: 323-462-6869  
EMAIL: [Careers@aidhealth.org](mailto:Careers@aidhealth.org)



## WORKERS' COMP NURSE CASE MANAGER (R.N.) (San Jose, CA)

Use your nursing skills without the swing shifts, bedpans, or heavy lifting: be a Nurse Case Manager at EK Health Services!

Case Management is a collaborative process to promote quality cost effective outcomes, which enhance physical, psycho-social, and vocational health of individuals. The goal is to assist the Injured Worker in receiving appropriate medical care for their injury in a timely manner and expedite their return to work.

### Job Specifications:

- Full Time; Billable hours
- Telecommute; regular local travel
- Client-specific cases

### Job Responsibilities:

- Travel locally to attend patient appointments
- Plan, coordinate, and implement all patient care
- Act as liaison between the injured worker and all parties involved in case (i.e. attorney, claims adjuster, physician, etc.)
- Complete comprehensive written and verbal reports in a timely manner
- Participate in nursing staff teleconferences and meetings

### Requirements:

- Graduate of an accredited school of nursing
- Valid California RN license in good standing; no restrictions
- Valid state-appropriate Drivers license in good standing
- Experience in Field Case Management and Workers' Compensation highly preferred, but not required
- Experience in Home Health Care or Occupational Health a plus
- High comfort level with computers and computer programs (MS Word, MS Excel, E-mail) required.
- Physical heavy lifting.

To apply, please provide a resume to the HR Manager, at [jobs@ekhealth.com](mailto:jobs@ekhealth.com)

# Career Opportunities

To advertise call 425-457-4316  
Visit [cahcnnews.com](http://cahcnnews.com) to see all available jobs.



## Director, Surgical Services (Sacramento, CA)

**Company Overview:** Aspen Healthcare Metrics provides clinical service line management and supply chain optimization services to hospitals nationally since 1994. Aspen has worked with hundreds of hospital programs to reduce clinical costs, improve physician-hospital relationships, and provide benchmarking and performance analysis. Located in Centennial, CO, Aspen Healthcare Metrics is a subsidiary of MedAssets, a margin and cash flow improvement company providing innovative solutions for healthcare providers. MedAssets serves more than 180 health systems, 4,000 hospitals and 90,000 non-acute healthcare providers. For more information, visit [www.medassets.com](http://www.medassets.com).

**Job Purpose:** The primary responsibility of the Service Line Lead is to provide leadership and strategic sourcing expertise/direction to facilitate Aspen's long-term Client's special life-cycle contracting needs. The Service Line Lead is responsible for the successful management of the surgical services service line and contracting for all the associated goods and services with surgical services. Additional responsibilities include providing the strategic direction for their spend category including managing relationships with stakeholders and leading their service line sourcing team.

**Minimum Knowledge, Competencies & Qualifications:** Bachelors Degree in related field is required. Masters Degree is preferred. Over ten years of experience directly related to the duties and responsibilities specified, including extensive current knowledge of supply chain operations within healthcare. Five years of experience related to surgical supplies and equipment required. Five years of experience in negotiating and completing contracts for supplies, capital, and service for healthcare. Formal training in Negotiating is a plus. Three years of experience in the acute care setting, including facilitating clinical decision committees (value analysis teams). Previous leadership or supervisory experience required. Prior successful experience with performing category financial analysis to provide decision-making options for cost savings. Prior successful experience in developing and leading significant change management within complex healthcare settings. Prior successful experience with project management and coordination and measurement of project deliverables. This includes the development and rollout of implementation programs. Excellent computer skills including MS Word and Excel. Excellent written and verbal communications. Effective use of PowerPoint is a must. Ability to effectively present information to executive management within Aspen and MedAssets and to hospital client executives

**Travel:** Up to 10-15% travel is required. This is a Sacramento-based position, prefer local candidates or individuals open to relocation to the area.



## Business Manager (Modesto, CA)

The Business Manager working under the direction of the Chief Executive Officer with fiscal direction from the VCME Chief Financial Officer shall ensure the day-to-day business of the Valley Consortium for Medical Education is accomplished consistent with VCME policy and procedures, generally accepted accounting principles and requirements of federal, state and local governmental agencies. The Business Manager shall oversee and maintain all human resources and fiscal processes for VCME to include budget preparation and monitoring, payroll processing and tax reporting, personnel management and employee benefits and safety, purchasing, contract management, invoice and reimbursement processing and other duties as required. The position is designated as exempt management and consistent with established VCME policy the employment is based upon the mutual consent of the employee and VCME and is considered employment at will. Either party may terminate the employment relationship at will, with or without cause and with or without advance notice.

### Education and Experience

**Education:** Bachelor's Degree in accounting, business administration or a related field. A Master's degree in accounting, business administration or a related field would be considered desirable. Directly related experience may substitute for up to two years of the education requirement.

**Experience:** The individual selected must have three years of management level experience in budget preparation, human resources, contract administration and/or accounting ideally in a health care environment managing the work of others. The incumbent must have experience in accounting and/or financial management. Sound fiscal management and/or human resources experience in a collective bargaining environment will be considered highly desirable.

### TO APPLY AND EE ADDITIONAL QUALIFICATIONS

Applications can be downloaded at [www.valleymed.org](http://www.valleymed.org). Please return completed applications to:

Email: [JHenley@cchsa.org](mailto:JHenley@cchsa.org)  
US Mail: Health Services Agency  
Human Resources  
P.O. Box 3271  
Modesto, CA 95353  
Attn: JoAnn Henley

Please make your application as complete and accurate as possible so that a thorough determination of qualifications can be made.



## Manager, Clinical Nursing (San Pablo, CA)

### POSITION SUMMARY:

Assists the Director in managing/supervising staff. Works collaboratively with other members of the team including but not limited to staff/physicians/employees and patients/visitors. The manager will also assist in the improvement of patient care and nursing practice through evidence based practice guidelines. The manager will also be responsible for the day to day operations of the units.

### EDUCATION/TRAINING/EXPERIENCE:

Minimum: Three years experience on a medical/surgical unit or higher level of care. Desired: Previous management experience/BSN preferred.

**LICENSES/CERTIFICATIONS:** Minimum: California RN license, AHA approved BLS-C, AHA approved ACLS, if required. (\*AHA-American Heart Association). Desired: National Certification in the clinical area of expertise.

To learn more and apply visit [www.doctorsmedicalcenter.org](http://www.doctorsmedicalcenter.org) and search for Requisition 12-053



## Chief Executive Officer Palm Drive Health Care District (Sebastopol, CA)

*A Center of Excellence in the heart of the Sonoma Valley wine country*

Marin General Hospital in association with Palm Drive Hospital is seeking a Chief Executive Officer for the Palm Drive Health Care District. Palm Drive Hospital, a national model for rural health care, is a community-owned, state-of-the-art health care facility in Sebastopol, California which provides the full range of medical surgical services as well as intensive care, emergency care stroke care and outpatient services.

We offer the most advanced technology available for medical and surgical procedures and lead the North Bay in the field of minimally invasive surgery. We also have one of the most advanced Intensive Care Units in California, with state-of-the-art robotic telemedicine that connects San Francisco Bay Area specialists directly to our patients.

The Chief Executive Officer provides strong executive leadership insuring that Palm Drive Hospital, the Foundation and the District continue to deliver high-quality, cost effective care to the communities it serves and for leading the development of services and facilities to fulfill the District's mission and obligations.

Please send all nominations and inquiries to [christine@christinemcguire.com](mailto:christine@christinemcguire.com)



## Controller (Oakland, CA)

Under general direction of the Chief Financial Officer, the Controller directs the financial operations of the agency and prepares financial analyses of operations, including financial statements with supporting schedules for use by management. The Controller is responsible for the agency's financial policies and procedures, its accounting practices, the maintenance of its fiscal records, and the preparation of financial reports. The Controller supervises staff that performs the functions of general accounting, payroll, accounts payable, cash receipts, and grant accounting. The Controller provides leadership and technical assistance to staff and supervisors in sound fiscal management practices, contract compliance issues, and agency budget development, including assistance in initiating and managing the agency and cost centers budgeting process and specific business plans. The Controller also participates as requested in corporate long and short term financial planning, cash management, business development strategies, and special projects. Requires a B.S. degree in accounting; CPA and/or MBA preferred. Ten years of progressively responsible management and accounting positions and experience, including Controllershship experience, preferably in a non-profit or health care environment such as a community health center, integrated medical center, physician group practice, outpatient department or hospital, or prepaid health care plan.

**To apply for the above position, send resume and cover letter:**

By email to [HR@ahschc.org](mailto:HR@ahschc.org), by FAX to 510-986-6895, or by mail to Asian Health Services, 818 Webster Street, Oakland, CA 94607.

AHS is a Health Professional Shortage Area (HPSA)-approved site. Outstanding balance of qualifying student loans of MD, NP, and PA may qualify for federal loan repayment award.



## PACE Center Manager (Long Beach, CA)

The Center Manager for the SCAN PACE (Program of All-Inclusive Care for the Elderly) is responsible for a wide range of disciplines and services provided through the PACE Center. These include all administrative responsibility related to the direct operation of the Center, which includes a day center and a primary care clinic.

The Center Manager coordinates the overall operations of the PACE Center and serves as the liaison between direct care staff and administration.

The SCAN PACE Center Manager will also be instrumental in the development and start-up of the first PACE Center and the overall implementation of the PACE Program.

**PREFERRED QUALIFICATIONS:** Bachelor's Degree in health care administration, nursing, public health, or related human services field; master's degree preferred. Active CA RN and clinical experience highly preferred. Minimum of three (3) years of experience in a supervisory or administrative capacity in a health care delivery setting. Minimum of three (3) years of experience working with older adult populations. Experience in the operations of an Adult Day Health Care center, PACE Program center, or managing an Adult Day Health Care center preferred. Experience in the management of a PACE Program center strongly preferred. Ability to lead and facilitate IDT decision making. Knowledge of current concepts and practices of health and social services to the elderly, particularly of home- and community-based services, interdisciplinary team facilitation model, and clinical leadership expertise. Knowledge of cultural and other needs of socially and ethnically diverse populations. Must excel in organizational and supervisory skills, with an ability to effectively handle difficult situations, be organized within a busy center and clinic environment and troubleshoot to handle difficult situations. Ability to work both independently and as an effective member of a team. Comfortable working in a dynamic environment with both direct care staff and administrative staff. Communicate effectively (both verbally and in writing) with individuals from a range of cultural backgrounds. Excellent planning and supervision abilities, including effective supervision, training and evaluation of staff. Capable of identifying key policy and operational issues and developing strategies, solutions and recommendations to issues. Prepare concise and clear reports. Experience successfully managing and completing projects is required. Effective oral and written communication skills. Comfortable with management information systems.

To learn more and apply visit [www.scanhealthplan.com](http://www.scanhealthplan.com) and search for job requisition number 11-567.



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