

Martin McKittrick
BERKELEY RESEARCH GROUP, LLC
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EDUCATION

MBA, Financial Management	Drexel University, 2003
B.A., Chemistry	North Carolina State University, 2000

PRESENT EMPLOYMENT

Berkeley Research Group, 2013–present
Associate Director (2016–present), Senior Managing Consultant (2013–2016)
Responsible for leading large-scale project teams and cultivate executive relationships on multidisciplinary projects focused on identifying and implementing strategic and operational initiatives to productivity, efficiency, and ongoing, sustainable growth and cost management strategies.

- Delivered comprehensive performance improvement project for public healthcare district focused on implementing \$20m in cost reductions and revenue enhancements in a complex and changing political and financial environment; responsible for managing a team of 20+ staff and leading \$4 million of improvement across physician practices and the supply chain.
- Planned and led an enterprise wide assessment of strategy and operations for a 15 hospital healthcare system to identify core strengths, growth opportunities, and efficiency improvements. Assessment included strategic evaluation of non-core businesses and services for overall fit into the organization's post-ACA imperative.
- Collaborated with integrated data management teams to identify methodologies to support analysis of care delivery and outcomes to develop an online analytics platform to deliver objective, actionable opportunities to drive clinical efficiency as well as cost management.
- Created structured methodology for evaluating cost reduction initiatives together with clinical quality improvement teams that resulted in a \$6 million in supply cost reduction and a reduced length of stay by reducing variation within the system.
- Redesigned procurement strategy during post-acquisition integration of a two hospital system by engaging key physician champions in strategies to reduce cost and drive volume growth in high margin service lines, resulting in a \$4 million bottom line improvement.

PREVIOUS POSITIONS

Deloitte Consulting LLP, 2011–2013
Manager

Led teams and managed projects that delivered strategic benefit and operational improvement to life sciences and healthcare clients.

- Evaluated the current state of Real World Evidence-based partnerships and developed expansion strategy options for a partnership between a health plan’s analytics subsidiary and a top-5 pharmaceutical company valued at more than \$10 million per year.
- Developed an implant management business model for a national health plan focused on reducing annual expenditures for implantable devices by 25% and identified potential pilot locations based on local market dynamics.
- Created go-to-market strategy for a medical device manufacturer’s minimally invasive monitoring system based on primary research with physicians and healthcare provider executives to drive increased penetration and customer retention.
- Managed the operations, key performance indicators, and budget for the development of the firm’s health analytics solution resulting in the project securing first round financing of \$8 million to stand up a new, analytics-based business.
- Speaking engagements include:
 - “Comparative Effectiveness and Safety as Competitive Advantages”
 - University of Louisville – Nucleus, November 2012
 - “The North American Model for Medical Equipment: Acquisition and Utilization Management”
 - US Trade and Development Agency
 - Kazakhstan Healthcare Equipment and Leasing Systems Reverse Trade Mission, June 2012
- Publications include:
 - “Healthcare group purchasing organizations (GPOs) in the U.S. – a changing landscape for Medical Technology manufacturers,” Deloitte Issue Brief, March 2013
 - “Healthcare Provider GPO Relationships: Uncovering Hidden Risks,” Deloitte whitepaper, February 2013

Aspen Healthcare Metrics (a division of MedAssets, now Vizient), 2009–2011

Director

Focused on driving results against performance guarantees at existing clients while identifying areas for growing overall revenue from the account.

- Overall responsibility for client relationship at a large academic medical center in New York with a relationship valued in excess of \$3 million annually.
 - Successfully built relationships with client executives, physicians, and staff and leveraged those relationships to deliver \$9 million in operational improvement to the client two years ahead of schedule. This led directly to \$1 million in incremental revenue from the account in fiscal year 2010.
 - Brought software tools online ahead of schedule resulting in revenue recognition two quarters ahead of plan.
- Accountable for day-to day client interactions with Supply Chain operations for a four-hospital system in Atlanta, GA.
 - Successfully identified and implemented in excess of \$10 million in cost reduction activities over an 18-24 month time frame.
 - Identified cost reduction solutions in the Information Technology space by consolidating multiple vendors and eliminating middle-men, resulting in a 20% cost savings and establishing a direct vendor relationship.

- Lead Physician Preference Item (PPI) consulting for five Integrated Delivery Networks (IDNs) as part of a statewide purchasing coalition with targeted PPI savings of \$30 million, of which \$20 million was implemented by the end of 2010.

Ernst & Young LLP, 2007–2009

Manager

Responsible for delivering on a broad portfolio of healthcare provider projects related to the development of a Healthcare Provider Operational Efficiency Practice with \$14 million in annual revenue from the ground up through collaboration with a team focused on restarting the business following expiry of non-compete with Cap Gemini.

- Designed an organization-wide turnaround and recovery plan to close a \$40 million budget gap for a public healthcare system in New England facing drastic changes in state mandates, policy, and funding.
- Developed and executed State Performance Audits of Public Hospital Districts related to their procurement controls, processes, and operational effectiveness. Through these audits, identified opportunities for improvement and developed strategies for implementation as well as potential changes to state law.
- Identified opportunities for improvement of Operating Room inventory management systems and processes for a major teaching and research institution. These findings were used to drive change resulting in an improved control environment.

Huron Consulting Group, 2006–2007

Manager

PricewaterhouseCoopers, LLP, 2003–2006