

Curriculum Vitae

Michael Sullivan
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SUMMARY

Mike Sullivan specializes in healthcare consulting to private equity firms, other financial services organizations, and healthcare companies. He has more than 20 years of care services experience in both consulting and healthcare operations. Mr. Sullivan has been involved in hundreds of client engagements across virtually all provider settings, as well as payer and payer- and provider-outsourced services.

Much of Mr. Sullivan's work has focused on the buy-side of healthcare mergers and acquisitions, where he has advised on areas of regulatory, reimbursement, and market risk. He actively maintains relationships with hundreds of private equity firms, professional services firms, and healthcare executives. His depth of experience allows him access to a broad network of healthcare experts and thought leaders.

RELEVANT PROFESSIONAL EXPERIENCE

Marwood Group

2006-2014

Managing Director

- Direct the sales and marketing efforts of the firms consulting (advisory) group.
- Personally sold nearly 70% of the more than 700 projects completed for clients since 2007.
- Lead team that answers more than 1,250 inquiries from healthcare investors annually.
- Currently supervise a team of five (5) to sell to private equity firms, companies and others.
- Manage the firm's most senior private equity, banking and lender relationships.
- Maintain a network of over 300 private equity firms.
- Successfully increased pricing 200% in first year of leading the group's sales effort.
- Produced a 58% annual growth rate in revenue between 2006 and 2013.

Zimmer Healthcare Services Group

2006

Consultant

- Managed client engagements in revenue management and regulatory compliance.
- Prepared Medicare cost reports for multiple clients.

Sterling Glen Communities

2003-2005

Executive Director

- Directed all sales and management activities and lead from start-up to operating entity.
- Exceeded net income projections in first year and helped position property for sale.
- Successfully opened an Independent Living (IL) community and home care agency.
- Directed sales team with outreach and re-branding strategies to reach high net-worth market.

Sunrise Senior Living

1998-2003

Executive Director

- Successfully led two Assisted Living (AL) facilities to profitability and positioned for sale.
- Reached 100% occupancy and achieved high customer satisfaction at each property.
- In 2002 attained highest profit margin of any facility in a 300 property portfolio.
- Designation Mentor for NY/CT region in consecutive years.
- Managed one of the “fastest to fill” properties in company history.
- Established a home care agency license and operating model for Sunrise in NY.

CSCS of NY

1996-1998

Director of Programs

- Spearheaded initiative that led to new public/private funding of adult day services programs.
- Provided management and training assistance to non-profit organizations citywide.

EDUCATION

MBA, Duke University Fuqua School of Business, Durham, N.C. 2004

MSW, The Catholic University of America, Washington, D.C. 1996

BA, The Catholic University of America, Washington, D.C. 1992

ADDITIONAL INFORMATION

Board Member, Council of Senior Centers and Services of New York

2012-Current

Presented at the following healthcare industry conferences:

- Houlihan Lokey Executive Healthcare Conference
- McGuire Woods Healthcare Conference
- McDermott, Will & Emory (MWE) Private Equity Healthcare Symposium
- Wells Fargo Healthcare Conference
- ACG (NY) Healthcare Conference
- Silicon Valley Bank
- AICPA Healthcare Conference