

NELSON LOWMAN

Director, BRG Health Analytics
BERKELEY RESEARCH GROUP, LLC
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SUMMARY

Nelson Lowman is a Director in the Healthcare Performance Improvement practice of Berkeley Research Group. Nelson has more than 20 years of extensive healthcare experience in revenue cycle performance improvement, operations improvement, management and integration, organizational redesign, strategic planning, and clinical process transformation. His specific areas of expertise include: revenue cycle operations, patient access and business office interim management, patient access accelerated redesign, revenue cycle systems selection, implementation and change management and revenue cycle merger and acquisition planning and integration. Nelson has extensive academic center revenue cycle transformation experience and change management associated new system implementation.

Prior to joining Berkeley Research Group, Nelson held a Managing Director title for Wellspring Partners, Huron Consulting and PwC. Prior to consulting he held employed positions in hospital and faculty practice operations at The Johns Hopkins Health System and The University of Maryland Medical System.

PROFESSIONAL EXPERIENCE

- Leading several comprehensive performance improvement engagements across the country, including the redesign of core cost reduction efforts at two major Academic Medical Centers. Working with client and BRG teams to implement significant changes in all aspects of revenue and cost control across the administrative and clinical enterprise.
- Lead all accounts receivable inventory management activities related to Medicare and Blue Cross payer for a 900-bed inner-city academic medical center and related Level 1 Trauma center. Responsibilities included performance goal setting, team development and management and IT design and coordination.
- Leading the revenue cycle selection, process design and implementation of an enterprise wide HIS system. Managing the implementation team coordinating the revenue cycle functionality related to systems such as McKesson's STAR and Paragon platforms, several claim submission systems and enabling AR management tools.
- Extensive experience coordinating combined client / external consulting teams through assessment, purchase and integration of hospital acquisition.

EDUCATION

B.S in Cost Accounting, Salisbury University, 1987
MS in Healthcare Economics, The Johns Hopkins University 1993

PRESENT POSITION

Director, Berkeley Research Group, 2011 - present

PREVIOUS POSITIONS

Managing Director, Huron Consulting Group
Senior Vice President, Wellspring Partners
Director, Navigant Consulting
PwC LLP
Operations Director, Johns Hopkins Health System, Wyman Park
Patient Accounting Director, University of Maryland Medical System
Faculty Practice Manager, Sinai Hospital

LICENSES/CERTIFICATIONS

Certified Healthcare Financial Professional (CHFP) - HFMA
Certified Professional Coder (CPC, CPC-H), American Association of Professional Coders

PROFESSIONAL AFFILIATIONS

Healthcare Financial Management Association,
American Association of Healthcare Administrative Managers

COMMUNITY ACTIVITIES

Vice President and Board Secretary, Big Orange Foundation to fight Melanoma