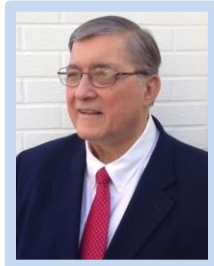


CURRICULUM VITAE



CHARLES R. CIMASI, MBA

President

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HEALTHCARE MANAGEMENT CONSULTING EXPERIENCE

- ❖ **Cynergy Consulting Services, Inc. — *President:*** **Jan. 2001—Present**
 - Nationally recognized healthcare management consultancy providing excellence in:
 - Medical Practice Management Consulting;
 - Valuation & Brokerage of Medical Practices;
 - Physician Manpower Consulting—Assessment, Permanent Placement & Locum Tenens;
 - Revenue Cycle Management;
 - Dispute Resolution & Crisis Management;
 - Strategic Planning for Healthcare Organizations;
 - Healthcare Litigation Support;
 - Clinical Laboratory Consulting;
 - Hospital Management Consulting; and,
 - Nursing Home Management Consulting.
- ❖ **MedAlliance, LLC — *Senior Vice President:*** **Aug. 1999—Dec. 2000**
 - Physician practice management consultancy focused on:
 - Medical practice integration & merger; and,
 - Value-added retail (VAR) of EMR systems.
- ❖ **Health Capital Consultants — *Senior Vice President:*** **June 1997—July 1999**
 - Healthcare consulting and research firm specializing in:
 - Valuation of healthcare entities; and,
 - Complex integrations of medical practices.
- ❖ **Physician International Search, Inc. — *President:*** **June 1983—May 1997**
 - Healthcare consultancy and physician placement firm.
- ❖ **Durham Medical Search, Inc. — *President:*** **June 1978—May 1983**
 - Physician manpower consulting firm.

SELECTED PUBLICATIONS

- ❖ **Private Practice:** *Getting that Jump Start* (Anthology, 2001):
 - Contributed Forward, Chapter 8 on “Valuation”, and Chapter 9 on “Selling”.
- ❖ “Another Physician Surplus.” MSSNY News of New York, Vol. 8, No. 3—March 1994.
- ❖ “Career Planning in the Age of Healthcare Reform.” MSSNY News of New York, Vol. 8, No. 2—Feb. 1994.
- ❖ “Physician Recruitment Straight Talk.” MSSNY News of New York, Vol. 8, No. 1—January 1994.
- ❖ “P-CAP—Isn’t Your Practice Worth It?” American Medical News, Dec/Jan 1987.
- ❖ “Call in the Pros to Sell Your Practice.” Ophthalmology Management, Nov/Dec 1985.

SELECTED QUOTATIONS

- ❖ Buffalo News — “Problem Developing at Kaleida” (March 12, 2001).
- ❖ Buffalo News — “Local Doctor Revisiting the Classic House Call” (February 20, 2001).
- ❖ Modern Healthcare — “Views on Docs, Management is Refreshing” (Vol. 30, No. 42, Pg. 20—Oct. 9, 2000).

SELECTED PROFESSIONAL PRESENTATIONS

- ❖ How the Anti-Kickback & Sunshine Laws can Affect your Practice of Medicine
 - UB School of Medicine—Buffalo, NY: January 2015
- ❖ Valuation & Brokerage of Your Medical Practice: *Convert your Hard-Earned Equity to Liquidity*
 - Cynergy Consulting Services, Inc.—Amherst, NY: February 2013 & December 2012
- ❖ The Case for Physician Integration: WNY Integration Project
 - MedAlliance, LLC—Buffalo, NY: August 2000.
- ❖ Physician Transition Seminar for Privatization of Hospital-Owned Practices
 - Catholic Health System—Buffalo, NY: May 2000.
- ❖ Dispute Avoidance & Resolution in Physician Groups: *Keeping Peace in the Professional Sandbox*
 - New York Medical Group Management Association—Lake Placid: June 2000.
- ❖ Recruiting & Retaining Top Employees in WNY Healthcare
 - Healthcare Financial Management Association—Buffalo, NY: November 2000.
- ❖ International Emigration of Medical Professionals
 - Niagara University—Lewiston, NY: 1995.
- ❖ Career & Practice Planning
 - MSSNY @ Winthrop University Hospital—Mineola, NY: January 1994.
- ❖ Practice Choice
 - MSSNY @ SUNY Health Science Center at Syracuse—Syracuse, NY: 1989.
- ❖ Establishing, Managing, and Marketing an OB-GYN Practice
 - State University at New York School of Medicine—Buffalo, NY: 1988.
- ❖ Planning for Physician Retirement
 - MSSNY Annual Meetings—Buffalo, Syracuse & New York City: 1987-1994.
- ❖ Practice Management & Marketing Review
 - MSSNY Annual Meetings—Buffalo, Syracuse & New York City: 1987-1994.

EDUCATION

- ❖ **State University of New York at Buffalo**
 - Ph.D. Candidate — *Human Resource Management & Labor Relations:* 1969—1972
 - MBA — *Human Resource Management & Marketing:* 1967—1969
 - Ph.D. Candidate — *Biochemistry & Experimental Pharmacology:* 1966—1967
- ❖ **State University of New York, College at Fredonia**
 - Bachelor of Science — *Chemistry:* 1962—1966

TEACHING & ACADEMIC ADMINISTRATION EXPERIENCE

- ❖ The Canisius College of Buffalo, NY — Instructor of Business Policy: 1969—1977
 - Capstone course in the Department of Management & Marketing.
- ❖ State University of New York at Buffalo — MBA Program Administrator: 1967—1969
 - Assistant to the Dean of the School of Management & Fellowship Funding Recipient.

HONORS & APPOINTMENTS

- ❖ Medical Society of the State of NY—Preferred Provider of Practice Management Consulting: 1980—1993
- ❖ Medical Economics—Outside Editor for Practice Management: 1979—1981
- ❖ National Defense Education Act (NDEA) Doctoral Fellowship: 1966—1972

PROFESSIONAL ASSOCIATION MEMBERSHIPS

- ❖ Medical Group Management Association
- ❖ American Hospital Association
- ❖ Healthcare Financial Management Association
- ❖ American College of Healthcare Executives
- ❖ Healthcare Executive Forum
- ❖ Better Business Bureau