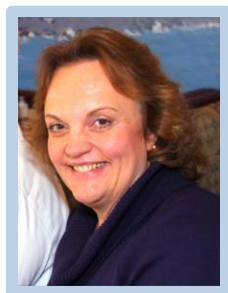


CURRICULUM VITAE



MARY E. VARNUM, MT (ASCP), NYS CLT

Senior Vice President for Laboratory Consulting & Management

mvarnum@cynergycsi.com



CLINICAL LABORATORY MANAGEMENT & CONSULTING EXPERIENCE

- ❖ **Cynergy Consulting Services, Inc. — Senior Vice President:** **2009—Present**
 - Senior laboratory management consultant for healthcare organizations with expertise in:
 - Laboratory Automation;
 - Technical Services;
 - Revenue Management;
 - Staff Recruitment & Development;
 - Product Services; and,
 - Regulatory Compliance;
 - New Business Development;
 - Quality Management;
 - Contract Negotiations;
 - Client Retention & Satisfaction.
- ❖ **Instrumentation Laboratory — Account Manager:** **2013—Present**
 - Regional laboratory-technology sales and customer relationship manager for hemostasis and blood testing equipment.
- ❖ **Crouse Medical Practice (formerly Internists Associates of CNY):** **1989—2013**
 - **Outreach Coordinator & Client-Management Specialist**
 - Expansion of outside business through development of successful outreach program;
 - Development of additional patient service centers throughout Central NYS;
 - Increased 2009 lab revenue by 40% over prior fiscal year; and,
 - Developed business models for an effective ROI to support new instrumentation purchases.
 - **Laboratory Supervisor**
 - Manage and supervise phlebotomy and laboratory staff of 20;
 - Monitor laboratory instrumentation maintenance and quality control;
 - Supervise and coordinate all technical trainings;
 - Implemented competency assessment program for laboratory staff;
 - Prepare laboratory staff for DOH inspections and monitor all aspects of compliance; and,
 - Negotiate with vendors for instrumentation and supplies.
 - **Senior Medical Technologist (Generalist)**
 - Performed routine and complex laboratory tests as a generalist in all departments.
- ❖ **Community General Hospital — Medical Technologist:** **1988-1989**
 - Focus on hematology working across all shifts.
- ❖ **Cortland Memorial Hospital — Medical Technologist:** **1979-1988**
 - Generalist working across all departments.

LICENSES & CERTIFICATIONS

- ❖ **American Society of Clinical Pathologists:** *Medical Technologist*
- ❖ **State University of New York, Dept. of Education:** *Clinical Laboratory Technologist*
- ❖ **University of Notre Dame:** *Bayer Healthcare Executive Management Program*

EDUCATION

- ❖ **Utica College of Syracuse University**
 - **Bachelor of Science—*Medical Technology*:** **1977—1979**
- ❖ **State University of New York at Morrisville:**
 - **Associate of Applied Sciences—*Medical Laboratory Technology*:** **1975—1977**

PROFESSIONAL APPOINTMENTS

- ❖ NYS Board for Clinical Laboratory Technology—Board Member for Licensure/Discipline

PROFESSIONAL AFFILIATIONS

- ❖ American Society of Clinical Pathologists (ASCP)—Associate Member
- ❖ Clinical Laboratory Management Association (CLMA)—Member