

## **Rosemary B. Law**

### **Professional Achievements**

#### **Chief Operations Officer**

- Leadership in the consolidation of 3 major urology practices
- Strategic development and management of 22 office locations and 14 ambulatory surgery centers
- Managed organization with pre-merger revenue of 10 million per practice to post merger revenue in excess of 50 million dollars
- Insurance Contracting, including management of contract termination with United Healthcare affecting 17% of corporate business
- Implementation and management of new technologies, including electronic medical records and scanning systems
- Expansion of organization into new locations and business lines, including pathology, radiology and radiation oncology
- Complete site selection, design, contract, lease and build out of new practice locations
- Negotiation of purchasing and vendor contracts
- Developed corporate wellness program

#### **Ambulatory Surgery Center Administration**

- Coordinate site plans for new Ambulatory Surgery Centers
- Licensing and credentialing for new centers
- Implemented Clinical Quality Improvement Program
- Lead AAAHC Accreditation, achieving the highest accreditation for the centers
- Operational policies and procedure development
- Staff recruitment
- Operational design of patient flow, procedure scheduling and staffing to achieve maximum efficiency and profitability in the ambulatory surgery centers

#### **Information Technology**

- Software analysis and implementation for practice management systems, electronic medical records and scanning solutions
- System analysis and design for telecommunications, LAN and WAN
- System administration and training for various software solutions
- Knowledge of Eclipsys, Peak Practice, Meditech, Allscripts Healthmatics, Ntierprise and Touch Chart

#### **Community Outreach**

- Assist in development of community health education events
- Contract liaison with marketing firm for million dollar practice marketing campaign
- Active leader in the development of the annual 5K run to raise awareness and funds for research in Prostate Cancer. First year exceeded all goals, with more than 1,100 racers and raising over \$100,000 towards prostate cancer research
- Spearheaded creation of a national race event for 2008, bringing together 7 cities nationwide to establish a national level event focused on men's health

## Healthcare Consultant

- Practice Management for large and small groups, including work flow analysis and operational improvements through patient visit redesign
- Development of policies and procedure
- Full start up of medical practices from conception to go live
- Personnel recruitment and training
- Revenue Cycle analysis and implementation of procedures and policies to enhance practice revenue
- Physician credentialing and insurance contract negotiation
- Information system implementation (practice management, electronic health record, accounting and payroll system)
- Managed physician billing department for 200+ physician practice affiliated with Maryland general Hospital

## Work History

### **STATpay, Inc.**

**5/2008 to Present**

Director of Practice Management  
Senior Healthcare Consultant

### **Chesapeake Urology Associates, P.A.**

**9/2006 to 5/2008**

Chief Operations Officer

### **Vision Source, Inc.**

**4/1994 to 9/2006**

President

Chesapeake Urology Associates, P.A.  
Executive Director

2000 to 9/2006

Maryland General Hospital  
Director, Physicians Billing

1996 to 9/2004

Johns Hopkins Healthcare  
Management Consultant, Community practices

1994 to 2000

Various other clients, including private practices and academic medical practices

### **Finney, Trimble and Associates, P.A.**

**1991 to 1994**

Administrator

## **Group Affiliations**

Adjunct Faculty, Community College of Baltimore County 2008-

Maryland Medical Group Management Association

Member 1987 to present

President 1999, 2000

Treasurer 1998

Education Committee Chair 1996, 1997

Reimbursement Committee Chair 1994, 1995

Medical Group Management Association, National

Member 1986 to present

**Awards** Outstanding Service Award, Medical Group Management Association 2003