

DAVID McDONALD

(410) 952-3528

dmcdonaldnc27@gmail.com

www.linkedin.com/in/dave-mcdonald-pamd

S U M M A R Y

A forward-thinking, strategic, results-driven executive with extensive experience in academic healthcare/health system organization executive management, performance improvement, multi-health system collaboration, executive recruitment, strategy and program development, and strategy execution and growth. Possesses a proven track record of improving bottom-line company and customer performance by cultivating and leveraging C-suite executive and physician relationships. An innovative problem solver, who creates a collaborative culture across the organization and with key internal and external stakeholders, including physicians.

E X P E R I E N C E

UNIVERSITY OF MARYLAND MEDICAL SYSTEM (UMMS), Baltimore, Maryland, 2020-March, 2025

The State's largest health care provider with \$5 billion in revenue

Senior Vice President, Integration Officer

Part of the senior leadership team reporting directly to the newly appointed CEO at a time of organizational upheaval and the COVID pandemic, driving system integration initiatives to enhance growth, efficiency, and strategic partnerships for high-quality, sustainable care delivery. Collaborated with leadership across multiple key stakeholders including UMMS executives, the University of Maryland School of Medicine (SOM), Faculty Practice Inc. (FPI), the University of Maryland, Baltimore (UMB) and other selected external partners on business development, clinical program expansion, physician recruitment, and strategic planning.

- Led the UMMS Strategy Council (systemwide strategy leaders), driving strategic initiatives and system-wide coordination and alignment.
- Partnered with the CFO to sell the UMMS health plan to CareFirst, mitigating the insurance-related financial risk for UMMS.
- Led the system strategy process including the development of the new CEO's first strategic plan (UMMS Strategic Framework) and creating the first formalized and integrated systemwide strategy execution structure and process (annual operating plans) that significantly enhanced communication and coordination among the system's corporate leadership, Member Organization delivery systems and system shared services.
- Established and cultivated a strategic partnership with the Kaiser Mid-Atlantic Health Plan, fostering collaboration with their multi-specialty physician group that led to 6,700 Kaiser inpatient admissions in FY2024.
- Partnered with system and SOM leaders to successfully launch the UMMS neurosciences network that has increased access to care and provided guidance for network expansion of tertiary services beyond the academic medical center (University of Maryland Medical Center).
- Working with the CEO and key SOM stakeholders, restructured the UM Cancer Network to elevate the key relationships and position the Cancer Network to move to a more formal system service line.
- Lead executive responsible for coordinating efforts among UMMS, UMB, SOM, FPI and the State of Maryland to secure and administer multi-year new state operating funding for UM Capital Region Health and UM Shore Regional Health resulting in increased local community access to SOM faculty clinicians.
- Serve as a board member of the University of Maryland Rehabilitation and Orthopedic Institute.
- Recognized system executive leader and system office preceptor with the Johns Hopkins Bloomberg School of Health Masters in Health Administration residency program.

VIZIENT, INC., Charlotte, North Carolina, 2006-2019

Group Senior Vice President, Networks, 2018-2019

GSVP, Interim CEO Vizient MidSouth and Phoenix Health Care Management Services, 2017

GSVP, National Networks and Operations, 2016

Area Senior Vice President, , VHA Inc. (predecessor to Vizient Inc), 2011-2015

Senior Vice President, 2006-2010

A series of progressive member network roles initially regionally in the Central Atlantic region then expanding to multi regional and national roles.

Governance & Executive Leadership

- Served as board member, executive representative, and executive supervisor for New England and Mid-Atlantic regions; Vizient board representative and executive committee member to Health Plan Alliance.
- Executive recruitment - Participated in CEO search for Health Plan Alliance and recruited executive board leader for New England.
- Contributed to post-merger integration of VHA Inc and University HealthSystems Consortium by helping design national network structure and staffing plan.

Network Development & Strategic Partnerships

- Led three regional healthcare system executive networks (New England, Mid-Atlantic, Central Atlantic).
- Founded and scaled the Large System Executive Network (LSEN) of 19 major health systems to explore joint ventures in robotic process automation (projected \$5B+ market).
- Created the national Innovations Practice Network (IPN), connecting advanced health system-based innovation centers.
- Established the first internal national network operations group to standardize member experiences, internal communications, content development, and media capabilities.
- Oversaw the formation of MNS Supply Network, LLC (MedStar, Novant, Sentara), delivering up to \$50M in value annually.
- Launched Central Atlantic Health Network, LLC, generating \$10M–\$12M annually for six years.

Financial & Operational Performance

- Delivered \$129.4M in value while interim CEO of Vizient MidSouth and Phoenix Health Care Management Services and achieved 30% growth to \$3.1M in financial performance—highest in company history—delivering a 28:1 ROI.
- Oversaw implementation of the East Region Improvement Community (ERIC), reducing readmission penalties by \$40M.
- Exceeded annual operating plan aggregate goal targets in 2006, 2007, and 2008. Increased member Novation contract usage 9.2% to \$2,100,000,000 and member usage of purchased services contracts 13% to \$275,000,000. Generated \$121,000,000 in economic value for members, a 6:1 return on fees paid by members, including \$56,000,000 in savings and \$54,000,000 in revenue.

Executive Engagement & Events

- Accountable executive for cultivating c-suite relationships across wide ranging regional and national Vizient member organizations.
- Designed and led the inaugural East Region Executive Retreat for 60+ health systems; achieved highest satisfaction rating in retreat history (9.5/10).
- Frequent speaker at healthcare system board and executive leadership meetings.
- Delivered the 2019 inaugural East Region's executive retreat at Kiawah Island, targeting C-suite executives, formal and informal physician leaders, and health system board members from 60+ health systems, resulting in the member satisfaction score of 9.5, the highest in retreat history.

ADDITIONAL EXPERIENCE

UNIVERSITY OF MARYLAND MEDICAL SYSTEM, Baltimore, Maryland, 1994-2006

Vice President, Cancer Care, 2002-2006

Vice President, Regional Delivery System Development, 1998-2002

Vice President, Integrated Delivery System Network Development, 1996-1998

Manager, Network Development, 1994-1996

Strategy Development and Execution:

- Led overall oncology clinical program development initiatives, resulting in 19% increase in oncology-related net revenue to \$127,100,000. (2005)
- Accountable UMMC executive for staffing the Cancer Center Director Faculty Search Committee, the resulting successful contract negotiation and start of the new Cancer Center Director.
- Accountable UMMC executive for major oncology faculty recruitments, including the chief of surgical oncology, the director of bone marrow transplantation, and two breast surgeons.
- Key member of the Greenebaum Cancer Center leadership team that designed, developed and opened the new 25,000 square foot Stoler Ambulatory Pavilion. (2005)
- Accountable executive for the planning, development and construction of the combined Department of Orthopedics and Kernan Physical Therapy satellite facility in north Baltimore County.

External Partnerships:

- Accountable executive for the development of the cancer affiliation with Baltimore Washington Medical Center, a recently acquired organization.
- Led the corporate transaction team that completed the acquisitions of Maryland General Hospital (1999) and North Arundel Health System (2000). Note: North Arundel Health System changed its name to Baltimore Washington Medical Center in 2005.
- Lead corporate executive for the development and implementation of a radiation oncology radiation center with Montgomery General Hospital in Olney, Maryland. (2001)
- Member of management team that developed the University of Maryland Cardiology Network that assumed full risk for 185,000 Blue Cross/Blue Shield enrollees.

Philanthropy/Government Grants:

- Major participant in the Greenebaum Cancer Center philanthropy activities including realizing over \$9,000,000 in donations for the Stoler Pavilion.
- Major participant in the combined leadership effort of UMMS, the University of Maryland School of Medicine and University of Maryland, Baltimore campus in realizing \$162,000,000 in State of Maryland Cigarette Restitution Funds to significantly enhance cancer prevention and treatment services for Marylanders. Served as a principal contact for the Greenebaum Cancer Center with the state.
- Lead corporate representative for the development of a partnership with Anne Arundel Health System, which included a 30,000-square-foot medical office park, primary care imaging and primary care joint ventures and supporting clinical partnerships between University of Maryland School of Medicine faculty and community physicians.

Operations:

- Led *Maryland ExpressCare*, the University of Maryland Medical Center's regional critical care transport program, to 10% increase in transfer admissions per year and the relocation/expansion of the state of the art communications center.
- Served as principle staff for the first UMMS system-wide process (Corporate Operating Group) to leverage the aggregate size of UMMS to drive additional value. Identified \$10,000,000 million in annualized savings in supply chain, patient flow and work force development.
- Provided executive and operational leadership for the *UniversityCARE* primary care network (six centers, 21 providers, \$7 million operating budget in West Baltimore). Achieved significant growth while rightsizing the cost structure from the initial start-up phase.

HOLY REDEEMER HEALTH SYSTEM, Abington, Pennsylvania, 1984-1994

Director of Planning, 1988-1994

Director of Materials Management, 1986-1988

Supply, Process, and Distribution Manager, 1984-1986

E D U C A T I O N

ST. JOSEPH'S UNIVERSITY, Philadelphia, Pennsylvania

M.B.A., Finance, 1990

B.S., Management, 1984

Affiliate Faculty, Johns Hopkins Bloomberg School of Public Health Masters in Health Administration Program 2024 - Present