

Signium International Healthcare Practice Group Advisory Board



Michael Potter
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Apollo Hospitals Dhaka
Chief Executive Officer

PROFESSIONAL EXPERIENCE

2009-Present

CEO, Apollo Hospitals Dhaka

Dhaka, Bangladesh

Responsible for the operation of Apollo Hospitals Dhaka, a 400 bed licensed facility currently operating 350 beds. Apollo Hospitals Dhaka (AHD) is the only Joint Commission International accredited hospital in Bangladesh, and was recertified in June 2011. The facility is adding additional space to accommodate more surgical suites, additional laboratory and imaging services space, and relocation of our comprehensive outpatient physical examination center. These changes will allow us to expand the facilities of our Outpatient Department (OPD) which regularly sees more than 1,000 patients on Saturdays and averages 500+ patients on weekdays. Our high end services include In Vitro Fertilization, Comprehensive Cardiac Care, Neurosurgery, and Nephrology with transplant capability. Design development has begun for a sister facility in Chittagong and for a new Outpatient Center Adjacent to the current Apollo Hospitals Dhaka.

2008- 2009

CEO, Rockdale Medical Center

Conyers, GA

Responsible for the operation of this 138 (licensed) bed Medical Center with a Level 2 NICU during a challenging year which included assisting the Board in the sale of the facility. RMC improved EBITDA and cash collections while maintaining patient volumes, recruiting key physicians, receiving accolades for quality, and retaining JCAHO accreditation with minimal RFIs.

- With CFO and BOD, significantly improved billing and collections to achieve an \$11 million increase in Gross Revenue in FY08 which equated to a 12% increase over the average of the prior two year period and translated into a \$4 million increase in net revenue.
- Working with the COO, negotiated a market based contract with a new Pathology group thereby reducing contract pathology expenses by 30% annually.
- These and other accomplishments in volume, revenue, and expense management achieved a \$1.5 million, 238%, increase in EBITDA compared with the prior two year average.

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<i>2002-2008</i>	President and CEO, Wadley Health System	Texarkana, TX
	<p>Promoted from COO of the system to CEO in 2005, responsibilities included the reorganization, development and operation of the 400 (licensed) bed Wadley Health System in a challenging market. Health System entities included: Wadley Regional Medical Center, TexNet managed care network, Medical Center Medical Group and the Wadley Foundation. WHS reported positive net income in FY06 for the first time since FY98, followed with an increase in net income for FY07.</p> <ul style="list-style-type: none"> • By restructuring management and staffing, reduced expenses over a period of 18 mos. to bring FTEs/ AOB from 5.0 to 3.8 and maintained the gains. • Evaluated Level 2 Trauma Service for quality and profitability. Quality was exceptional but maintaining the level of excellence was offset by the program’s annual losses- approaching \$5 million. • Presented and implemented plan to drop Level 2 Trauma designation, saving approx. \$4 million annually while maintaining an effective ER with 85% of prior patient volume. Quality and availability of patient care was not compromised. 	
<i>1999-2002</i>	Chief Executive Officer, Odessa Regional Hospital	Odessa, TX
	<p>161 licensed beds, lasis-owned and operated.</p> <ul style="list-style-type: none"> • After the hospital was acquired by lasis, it was opened up for a new syndication. Successfully achieved number of physicians needed to move forward. The syndication remains in place and is still working successfully today. • Expanded facility and updated services by constructing a new addition with 50% more floor space which housed new labor and delivery rooms and NICUs, as well as pre/post operative rooms and ORs. • The new ORs served as a beta test site for DaVinci Robotic Surgery clinical trials in Coronary Artery Bypass Grafting • Recruited key physicians (including Neonatologist, Perinatologist, and Fertility Specialist) to staff to provide comprehensive care. 	
<i>1993-1999</i>	President & CEO, Westwood Medical Center	Midland, TX
	<p>110 beds, Champion Healthcare/Paracelsus owned and operated.</p>	
<i>1990-1993</i>	Executive Director, Baylor Medical Center (Ennis)	Ennis, TX
	<p>50 beds, Baylor Health System owned and operated.</p>	
<i>1986-1990</i>	Administrator, Monroe County Hospital	Monroeville, AL
	<p>90 beds, County owned, operated by HCA Management Co.</p>	
<i>1983-1986</i>	Asst. Administrator, Central Florida Regional Hospital	Sanford, FL
	<p>200 beds, HCA owned and operated.</p>	
<i>1979-1983</i>	<p>United States Army, Medical Service Corps Attained rank of Captain</p>	
<i>1979</i>	Program Analyst, Audie Murphy VA Hospital,	San Antonio, TX

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EDUCATION

- 1977-1979 Trinity University, San Antonio, TX
Master of Science in Health Care Administration
- 1973-1977 Trinity University, San Antonio, TX
Bachelor of Arts in Biology

HONORS AND AWARDS

- Meritorious Service Medal
Army Commendation Medal
Order of Military Medical Merit
Alabama Young Healthcare Executive of the Year
Outstanding Young Men of America

HEALTHCARE INDUSTRY INVOLVEMENT

- Texas Hospital Association
Board of Directors
Member, ex-officio, 2004-2007
Leadership Policy Council, ex-officio, 2004-2007
Council on Policy Development
Chairman, 2004-2007
Member, 2001-2007
HOSPAC Texas
Board of Directors, 2000-2002
American College of Healthcare Executives
Fellow, 1990-present
Member, Georgia Chapter, present
Member, East Texas Chapter, 2002-2008
Council of Regents (representing West Texas), 1997-2002
Federation of American Hospitals
Board of Governors, 1996-2002

COMMUNITY SERVICE

Board Positions

- Caddo Area Council, Boy Scouts of America
Executive Board Member, 2003-2008
Greater Texarkana Peoples' Clinic
Chairman, Operations Committee, 2004-2006
Board of Directors, 2003-2008
Junior League
Texarkana Community Advisory Board, 2006-2008
Odessa Community Advisory Board, 2001-2002
Texas A&M University-Texarkana
College of Business Advisory Council, 2007-2008
University of Texas-Permian Basin
College of Business Advisory Council, 2001-2002

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Midland Odessa Symphony and Chorale
Vice President of Finance, 1998-1999
Board of Directors, 1996-2002

Chambers of Commerce

Conyers, GA
Board of directors, 2009
Texarkana, USA
Board of Directors, 2006-2008

United Way

Greater Atlanta, GA
Committee work and campaign volunteer, 2008
Greater Texarkana, TX&AR
Board Member, 2002-2008
Allocations Committee Chairman 2004-2007
Chairman, 2007-2008