Matthew E. Hanis

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Host & Executive Producer, The Business of Healthcare

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A business of healthcare national expert, Matthew Hanis works with healthcare providers and the innovators serving them. He advises health systems, physician practices, and technology start-ups through his consulting practice, Hanisworks. Hanis also hosts the *Business of Healthcare*, an interview series focused on the intersection of Mission and Margin in healthcare. Visit BOH at BOHSeries.com.

Hanis has worked for or advised organizations such as *Mercy* (St. Louis), *TouchCare* (NC), *Carolinas HealthCare System* (Charlotte), IBM's *Truven Health Analytics*, *APACHE Medical Systems* and *NCR Corporation*.

Hanisworks helps providers and technology companies commercialize value propositions. He and his team perform the product management and business develop processes necessary to take an offering from concept to initial contracted customers.

The *Business of Healthcare* delivers Charlie Rose-style interviews tackling the toughest healthcare problems. The series serves the 40,000 senior decision makers across health systems, physician practices, pharma, device, long-term care, insurance, and the other major healthcare segments.

He often speaks on healthcare trends and innovation. Recent programs were delivered at *Duke University, Saint Louis University,* the *American College of Healthcare Executives,* the *Urgent Care Association of America, Truven 100 Top Hospital Summit,* Microsoft's *Windows World Tokyo, University of California San Diego School of Medicine, Executive Connections,* and *St. Louis Healthcare Leaders*.

Hanis led commercialization for *Mercy Virtual*, thought to be the world's first and largest "Hospital without Beds". He also advises Fortress Investment Group's *TouchCare* telemedicine innovation team and the virtual health team at *Carolinas HealthCare System*.

Previously, he held P&L leadership positions with *Advanced Practice Strategies, the Healthcare business of Thomson Reuters (now IBM's Truven Health Analytics), APACHE Medical Systems* and *NCR Corporation*. He has commercialized businesses serving health systems, physician practices, state hospital associations, commercial insurance carriers, Medicaid agencies, and the US Department of Health and Human Services.

Hanis earned undergraduate degrees in History & Economics (*Tulane Univ*ersity) and Certificates in Internetworking Science (*Washington University in St. Louis*), Accounting & Statistics (*University of Michigan*), and Product Management (*Pragmatic Marketing Institute*). He resides in Charlotte, NC with his wife and children.

He strongly believes in achieving the balance between Mission and Margin in healthcare.

Areas of Expertise

- Healthcare Providers & Insurers
- Virtual Health & Telemedicine
- Home Health, & Elder Care
- Leadership and Management
- Private Equity & Venture Capital
- Strategic Business Growth
- Sales and Sales Management
- Account Management & Sales Organizational Development
- Product Management and Strategic Planning
- Pro Forma and Financial Analysis
- Healthcare Analytics & Data Sciences
- Medical Malpractice
- Property & Casualty Insurance
- Employee Benefits
- Alternative Risk Financing

Speaking, Recognition, & Publications

- *Chairman's Award* for business performance and civic commitment (NCR Corporation)
- Invited Speaker, *Windows World Tokyo* (Microsoft, Japan)
- Panel Host, *The Impact of Healthcare Reform* (ACHE, St. Louis)
- Conference Chair, *Analyzing Critical Care Outcomes* (UCSD, San Diego)
- Panel Host, *Healthcare Analytics & Payment Reform* (100 Top Hospitals Summit)
- Co-Author, *Cyber Gap in General Liability Policies* (Healthcare Risk Management Review)
- Teaching Faculty, *Clearwater Compliance Information Security Boot Camp*
- Host, *Technology in Healthcare Panel* (American College of Healthcare Executives, St. Louis)
- Legislative Panel Host, *Missouri Telehealth Summit*
- Host, *The Business of Healthcare*