

BRADLEY J. SCHULTZ

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SUMMARY

More than 25 years of consulting and executive coaching experience, primarily, within the healthcare industry. Before joining Vizient, spent four years as Vice President of Operations & Quality for a \$160M multi-channel merchant (dotcom). This was preceded by 20 years with GE Healthcare as a manufacturing engineer, operations leader, healthcare consultant, and regional consulting practice leader.

Bradley assists clients in making large-scale, transformational changes within their organizations, using Lean, Six Sigma, and other, proven high-reliability methods, resulting in, dramatically, improved operating performance. He partners with clients to architect the change, coach the implementation, and realize and the results.

EXPERTISE

- Executive Leadership
- Consulting, Operations
- Quality
- Business Development
- Lean Healthcare
- Strategic Planning & Strategy Deployment
- Business Process Excellence
- Organizational Transformation
- Leadership Development.

PROFESSIONAL EXPERIENCE

VIZIENT **2016-2024**
Principal, Reliability & Management Systems (Includes time as Principal Management Systems Advisory)

Responsibilities:

- Partner with Vizient's Membership in making large-scale, transformational change within their organizations, using Lean, Six Sigma, and other, proven high-reliability methods.
- Within this partnership, facilitates senior leadership through architecting the change, planning and coaching the implementation, and realizing and the results.

Key Accomplishments:

- Architect/developer of Vizient's Reliability & Management Systems Service Line.
- Exceeded annual sales target every year, including delivering single, highest revenue, fee-for-service Advisory engagement in the company's history.
- Served as executive sponsor, transformation coach, or project leader on 21 engagements, delivering on average, \$7.48M in member value, per engagement.

MEDASSETS ADVISORY **2012-2016**
Vice President Lean Consulting

Responsibilities:

- Developed and led the implementation of MedAssets's Advanced Lean Consulting Service's business plan.
- Provided the executive leadership necessary to meet all sales, delivery, and client satisfaction targets. Inspire and develop staff to enhance the team's capability to meet client challenges.

Key Accomplishments:

- Architect/developer of MedAssets's Lean-Led Information Technology Service Line.

- Exceeded annual sales target every year, achieved 87% repeat sales rate, 100% in engagements that I originated.
- Served as executive sponsor, transformation coach, or project leader on 16 engagements, delivering on average, \$6.85M in member value, per engagement.

HEALTHCARE PERFORMANCE PARTNERS

2008-2012

Director

Responsibilities:

- Led healthcare clients across the USA through transformational engagements designed to achieve higher quality, improved patient safety & satisfaction, and better operating performance.
- Led the development of new products & services to meet the demands involved in transforming the operating systems and culture of large complex organizations.

Key accomplishments:

- Architect/developer of Healthcare Performance Partner's Advanced Lean Transformation, and Lean-Led Information Technology Service Lines.
- Exceeded annual sales target every year, achieved 80% repeat sales rate, 100% in engagements that I originated.
- Served as executive sponsor, transformation coach, or project leader on 13 consulting engagements, delivering, on average, \$5.35M in member value, per engagement.

EDUCATION & CERTIFICATIONS

- Master of Business Administration (M.B.A.), Operations Research, Marquette University, Milwaukee, WI 1999
- Bachelor of Science in Business Administration, Finance, Cardinal Stritch University, Milwaukee, WI 1995
- Six-Sigma Master Blackbelt Certification, GE Healthcare, Milwaukee, WI 2000
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- Post Graduate Certificate Program, Quality Engineering, Milwaukee School of Engineering, Milwaukee, WI 1997