

# TIM WELDON

## CHIEF DEVELOPMENT OFFICER

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With an industry track record distinguished by 20+ years of sales, corporate development, and change management accomplishments, Tim brings exceptional insight and experience to his role at Canton & Company. A leader with a passion for helping companies create the fastest path to sustainable growth, Tim blends his deep market knowledge with strong financial and operational acumen to develop strategies that result in measurable improvements.

Complementing his growth and development expertise is an appreciation of strategic partnerships as accelerators of success. Tim's roster of strong industry relationships helps clients forge long-term, mutually-beneficial alliances. With an ability to assess and understand business goals intrinsic to healthcare organizations, Tim can identify and mobilize the right partners to realize those goals, enabling him to connect a client's strategic vision with real opportunity.

Organizations also benefit from Tim's extensive background implementing successful turnaround strategies and delivering against key performance metrics. With the ability to assess business situations quickly and accurately, he helps organizations mobilize operations and activate tactical plans to achieve longer-term financial objectives.

Tim honed his expertise guiding healthcare companies to improve financial performance and achieve growth objectives during his tenure with companies including Universal Health Services, Inc., The Chartis Group, Wellcentive, and Continuum Health.

A deeply-knowledgeable advocate for population health and value-based care, he's a trusted change agent committed to a healthcare industry that works for the consumer. Tim finds great satisfaction in successful collaborations and firmly believes that all ideas have value. He relies on the power of music as therapy for clearing the mind and is a strong proponent of singing in the car.

### AREAS OF EXPERTISE

- *Sales Leadership*
- *Client Management*
- *Partnerships & Joint Ventures*
- *Population Health Management*
- *Value-Based Care Technology*
- *Network Integration*
- *Organizational Strategy*

## Representative Accomplishments

**Accelerated sales** for a leading population health management company, contributing to their fastest growth period on record

**Developed value-based care practice** including care coordination, transformation services, practices, and comprehensive analytics support

**Designed and built successful analytics engine** to improve performance reporting at acute care facilities

**Improved performance of a low growth operation** by solidifying workflow processes, strengthening client relationships, communicating with clients to provide for client advocacy

**Grew revenue for healthcare organization by hitting all key metrics for performance** including productivity of labor, client performance metrics, and implementing value-based client methods, doubling the size of the operation

**Led practice transformation** by managing data integration, clinical information, medical activities, and quality initiatives

**Achieved unprecedented growth** for healthcare company in the first year of operation by effectively building high performing teams and using analytics to measure achievable results

**Stabilized analytics group and delivered sustainable data** for use with primary care physicians on winnable cost of care strategies

**Introduced and managed sales funnel process** enabling organization to forecast achievements and measure goals with accuracy

**Implemented commercial and internal sales teams** resulting in new business for company

**Managed multiple large-scale value-based consulting engagements** across the United States

**Designed and implemented physician integration framework** for a New York DSRIP, the main mechanism for the state's implementation of the Medicaid Redesign Team Waiver Amendment

## Memberships and Affiliations

Past Board Member, Partners In Care, Inc. (MSSP ACO)

Past Board Member, Partners Health Alliance Education

Member, Health Information and Management Systems Society (HIMSS)

Member, Healthcare Financial Management Association (HFMA)

Member, National Association of ACOs (NAACO)

## Education

MBA, University of Phoenix

BS, Accounting, Goldey-Beacom College