

Todd Miller
Partner



Select Executive Experience

Cataldo Ambulance Service (2018-2025)
Chief Financial Officer

Tatum (2015-2018)
Engagement Partner

Homecare Software Solutions (2013-2015)
Chief Strategy Officer

MetroVentures (2012-2013)
Managing Director, CEO, & CFO

Peninsula Hospital Center & Peninsula Extended Care Rehabilitation Center (2011-2012)
President, CEO, & CRO

Revival Home Healthcare and Affiliated Operations (2008-2011)
Chief Operating Officer

Transcare Corp.
President & COO (2004-2008)
Vice President & CFO (1999-2004)

Price Waterhouse Coopers, LLP
Audit Manager/Audit Supervisor/Audit Senior

Core Competencies

- Finance and Operations
- Integration
- Strategic Planning
- Transaction Review and Contract Negotiation
- Acquisitions and Divestitures
- Financial Reporting
- Project-based Change Management
- Operational Leadership
- Financial Forecasting and Budgeting
- Revenue Cycle Management
- Due Diligence

Executive Profile

Todd is a Partner on the Midwest team of Seaton Hill. Mr. Miller is an accomplished executive with over 25 years of experience serving as the CFO and COO for a variety of organizations in varying stages of size and development. He has a proven track record for building high-performing teams with the ability to manage aggressive growth and change. Todd had extensive expertise in working with healthcare revenue cycle and payer management systems. His background also includes organizations both pre- and post IPO, including financial restatement, regulatory reporting, and compliance. Todd is highly skilled in the areas of strategic planning, identifying and reporting KPI's, developing and managing complex financial models, budgets, financial reporting, and operational efficiencies.

Industry Experience

- PE
- Big 4
- Consulting
- Healthcare
- Ambulance
- Medical Transportation
- Community Paramedicine
- Hospital
- Homecare
- Technology
- SaaS

Education & Certifications

Bachelor of Science in Business
Administration in Accounting,
Boston University



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

Todd Miller
Partner



Key Experience

Ambulance Service Company: As Chief Financial Officer for this health care services company, Todd led the organization's finance function, including monthly financial reporting, development and distribution of key performance metrics, financial forecasting, cash management, financial modeling, and budgeting. He was responsible for Human Resources, Information Technology, Purchasing, Fleet Maintenance, and Education. Todd led several successful systems conversions and was a key contributor to the development and implementation of the company's strategic plans. He also supported the addition of several new business lines and negotiated and reviewed company contracts. Todd was the primary interface to the company's lenders, counsel, auditors, brokers, and vendors.

Tatum: Todd served as an Engagement Partner for this financial and technology consulting and advisory firm. As Chief Financial Officer for a CA hospital, he oversaw all aspects of the finance function, revenue cycle, materials management, and health information management. Other engagements included the largest Managed MediCal Regional Health Plan in Alameda County (Oakland, CA) for the implementation of a new claims processing system, and a Pharmaceutical Solutions company for a Due Diligence Readiness Review.

Healthcare Software Solutions Company: As Chief Strategy Officer, Todd provided strategic and operational leadership to ensure growth, stability, profitability, ROI, and quality of operational and financial reporting. He oversaw all operating functions (exclusive of technical/technology), including business development, finance, sales, human resources, and execution of corporate strategy. Todd served as the point person for key transactional areas. He also led the initiative to bring in a private equity group, positioned the company for sale, put together the offering memorandum, facilitated legal and operating agreements, and performed prospective buyer/market analysis. His efforts generated offers from five prospective buyers and led to the successful sale to two investor groups.

Private Equity Fund: As Managing Director, CEO, and CFO, Todd leveraged his skills as a senior operating and finance executive to manage a private equity fund for a high net worth individual, pursuing acquisitions of corporations and real estate and managing a portfolio of companies in for-profit business and real estate holdings. He established the firm's first venture and served as its CEO and CFO. Todd handled full scope leadership responsibilities from start-up to ongoing operation, including contract negotiations, construction, opening operations, regulations and audits, recruiting and staffing, electronic medical records systems, referral network building with area health providers, and reimbursement programs. He also oversaw all areas of finance, human resources, and IT. Todd obtained a certificate of waiver under CLIA to perform certain lab tests on premises and built a certified X-Ray room that operated out of the Urgent Care Center.

Hospital and Extended Care Rehabilitation Center: As President/Chief Executive Officer and Chief Restructuring Officer, Todd focused on the turnaround of a NY (Queens) hospital and nursing home. He created and implemented a fiscal and operating turnaround plan in 30 days to avoid imminent closure. Todd worked with the Department of Health and 1199SEIU to allow a closed hospital to reopen based on his turnaround plan. He implemented restructuring of both the hospital and the nursing home, achieving break-even operations from an inherited condition of prior losses in the prior year of \$1.3M per month. Todd negotiated a settlement with the 1199 union and general unsecured creditors in accordance with a Chapter 11 filing. He also oversaw all areas of Accounting and Finance, including budgeting and bankruptcy reporting.

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