

George Koutsakos

SeatonHill Partner

CORE COMPETENCIES

CFO Services • Reengineering healthcare institutions' Revenue Cycle/Business Process Optimization • Interfacing with Boards of Directors • Managed care contracting, modeling & I.B.N.R. reserves • Mentoring (CFO and controllers) • Mergers, acquisitions and restructuring • Feasibility studies • Business Plan development • Decision support and risk analysis • Debt financing/refinancing

EXECUTIVE PROFILE

George Koutsakos is a partner in the Los Angeles office of SeatonHill. Mr. Koutsakos is a CPA and a recognized professional CFO, consultant, and instructor in healthcare finance. For nearly 35 years, he has crafted successful financial strategies to meet the needs and resources of healthcare institutions. His experience has mainly concentrated on serving as a CFO for not-for-profit, for profit, district hospitals, and other healthcare delivery systems. Key examples include:

First Acct.: At this healthcare and financial consulting firm, George **mentored and advised new hospital CFOs**, delivered financial and strategic guidance, and prepared financial feasibility studies for multiple organizations. For one hospital system, he provided the analysis to support its decision to purchase a California hospital, and for another large hospital system he guided their decision processes in their decision to purchase a six figured membership IPA or develop their own IPA from scratch.

Silver Lake Medical Center: As **CFO** for this start up acute site hospital operation, George reengineered the hospital's revenue cycle, and reduced day's o/s in A/R from 95 to a range of 55-60. He also developed a hospital net revenue schedule to properly record monthly contractual adjustments, refined the hospital's DSH calculations, and developed an annual budget model inclusive of cash flows and a balance sheet that integrated both hospital sites.

Tatum LLC: At this national consulting firm, George served as interim **CFO** and **consultant** for numerous Healthcare clients. He conducted financial feasibility studies, prepared five-year financial projections, and converted new accounting reporting systems. For a district Hospital System, he renegotiated managed care contracts and redesigned revenue cycle procedures. He also revamped adjudication protocols inclusive of I.B.N.R. calculations, renegotiated materials management and medical records contracts, and reduced staffing costs.

Methodist Hospital: as **CFO** for this not-for-profit 345 bed hospital, George was responsible for general accounting, patient accounting, materials management, medical records, admitting, and contracting. He reengineered the organization's revenue cycle, refinanced debt twice, and initiated original debt. George also helped facilitate access to 20,000 capitated lives through the use of CRTs, with subsequent growth to 70,000 covered lives (channeled through the Foundation).

EDUCATION & CERTIFICATIONS

BBA in Accounting • City University of New York, Bernard Baruch College

CPA • State of New York (inactive)

HFMA Advanced Member

Authored articles • For HFMA magazine subject matter included CRTs, Adjusted acute patient days and contractual index; for CAHAM magazine subject matter included registration procedures



EXECUTIVE EXPERIENCE

First Acct. [2012-Present]
Financial & Healthcare Consulting

Silver Lake Medical Ctr [2009-2012]
CFO

Tatum LLC [2003-2009]
Interim Healthcare CFO & Consulting

Specialty Hospitals [2000-2003]
CFO

Methodist Hospital [1982-2000]
CFO

CONTACT

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