



DR. BURIGARI VASUDEV



27-09-1978



Ph.D_BIO INFORMATICS, STATISTICS
MBA_HEALTHCARE MANAGEMENT
MD_GENERAL MEDICINE
MBBS_ MEDICINE & SURGERY



VISA:

USA
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ASIA



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SUMMARY

23+ YEARS TOP LEADER in Healthcare, Hospital, Medicine, Pharma API Drug Discovery R&D, CRO, Clinical Trials I-IV, Medical Devices, Biotech

EXPERT in IT, TES, BPO, CRM, ERP, SaaS, SAP, Oracle, Microsoft Enterprise Salesforce, ECommerce, Outsourcing, On/Offshore 500 FTE's Delivery

EXPERT in Product Engineering, Web, Mobile, Cloud Solutions, Services Digital Transitions, Software Technology, Automation Products, Platforms

US/EU/UK VISA for Sales, Retail, Intl' Business Dev, Marketing, Consulting Business Process Management, Operations, Customer Services, Analytics

EDUCATION

Ph.D (2006–2009) in Bio-Informatics, Statistics, Data Science University of Pune_Maharashtra

MBA (2004– 2006) in Healthcare Management, International Business Indian School of Business_ (Top Business School) Hyderabad

MD (2002- 2004) in General Medicine University of Windsor (USA & Indian Medical Board Certified)

MBBS (1997- 2002) in Bachelor of Medicine & Bachelor of Surgery University of Windsor (USA & Indian Medical Board Certified)

Intermediate/BPC (1994-1997) in Botany, Zoology, Physics, Chem., French Loyola Academy_Hyderabad

SSC (1994) - Science, Social Studies, English, Hindi, Telugu, Mathematics Saint Marks High School_Secunderabad

CAREER

Chief Operations Officer @ Megsan Group	Jan' 2020 – Till Date
Vice President @ Virinchi Group	Mar 2016– Dec 2019
Director @ Sutherland Global/Apollo Health	Jan' 2011–Feb' 2016
Medical Director @ Makrocare	June 2007- Dec'2010
General Manager @Nestle Nutrition/Abbott Health	May 2004- May 2007
Doctor @Nizam's Institute of Medical Sciences	April 2002-April 2004
Clinical Associate @ Saint Joesph Hospital	Mar'1997- Mar'2002

SKILLS

US Health IT Provider, Delivery of Technology Products,Solutions,Services Healthcare Solutions, Hospital Information Management, Tele-Medicine Electronic Health Records(EHR), Epic,Cerner,Allscripts,Meditech,Suvarna EMR,HIPAA,HL7,LIMS,PACS, Mobility, Azure/AWS Cloud Platform Solutions US Health Payer, Insurance, Revenue Cycle, Medicare, Medicaid Billing Med.Claims, ICD-10, Coding, EDI-834,835,837,AR Follow-ups, Submissions P&L, EBIDTA, Corporate Strategy, New Market Entry, Generate Revenue Pre-Sales, RFI/RFQ/RFP, Global Business Development, Digital Transitions Handle Operations, Administration, Logistics, Purchase, Supply Chain Drug Discovery, Import & Export of Drug API's, NCE, Pharmacovigilance Clinical Trials Phase I-IV, Epidemiology Studies, Clinical Systems, Services 21CFR Part11, CDISC, EDC (MedidataRAVE),CTMS,CDMS,STDM,IVR Tech Python,DL,NLP, RPA,Predictive, Time Series Forecasts, Regression Models BigData, Analytics, Artificial Intelligence, Tensor Flow, Machine Learning

CHIEF OPERATIONS OFFICER @ Megsan Group Companies https://www.megsanlabs.com/	January 2020 –Till Date US FDA, NABL, DCA, FSSAI, ICMR Approved
<ul style="list-style-type: none"> ▪ P&L,EBITDA, Sales, Business Development, Handle Operations, Manage Pharmacy, New Clinics, Diagnostic Centres ▪ Develop Healthcare Solutioning, Customer Engagement, Monitor Centre's Performance Expenditure/Profitability ▪ E Pharmacy, Digital Transformation, Patient Portal, Healthcare IoT, Content Solutions, Mobile Health Management ▪ Partner with Business Stakeholders, Client Service Strategies, Improve Customer Service,Overall Risk Management ▪ Design Corporate Strategy, Revenue Growth via RFI/RFP/RFQ, Manage On/Off Shore Delivery, Digital Transitions 	

VICE PRESEIDENT @ Virinchi Group Companies https://www.virinchi.com/	March 2016 –December 2019 CMMI 3, DCA, NABH, DNB, NABL, ICMR Approved
<ul style="list-style-type: none"> ▪ P&L, Business Dev, Sales, HIMMS, EHR, TeleHealth, Mother & Child Screening, Early Disease Detection/Management ▪ Healthcare Solutions, Lead RFI/RFP/RFQ, Develop BPM Models, Analyze, Measure, Improve, Optimize, Automation ▪ Operations, Administration, Handling Domestic & International Patients, HNI Customers, Big IT Corporates, TPA's ▪ Promote Cash Business , Doctor Referrals, Fee for Service, Trade Marketing, Arogyasree, PSU Sector Employees ▪ PreSales, End to End RFI/RFP, Solution Design&Engineering, Finalise SOW, On/Off Shore 500 FTE's Delivery Mgmt. 	

DIRECTOR @ Sutherland Global (Apollo Health Acquisition) https://www.sutherlandglobal.com/	January 2011– February 2016 CMMI 5, NMSDC, HIPAA, PCI DSS, OHSAS 18001
<ul style="list-style-type: none"> ▪ Pre- Sales, Lead End to End RFP/RFI/RFQ, Grow Market Share, Handle On/Off Shore 500 FTE's Delivery Mgmt. ▪ BPM Suite- Process Engine, Business Analytics, Content Management, Collaboration Tools, Work Flow Management ▪ US Provider- Healthcare IT, HIS, Clinical Decision Systems, Continuum of Care, Physician Practice Management ▪ US Payer- Insurance, Revenue Cycle , Claims, ICD-10 Medical Coding, Billing, Submissions & Denials Management ▪ Collaborate Multiple Client Service Delivery, Global Shared Services, Analytics, Process Excellence,Drive Operations 	

MEDICAL DIRECTOR @ Makrocare Private Limited https://www.makrocare.com/	June 2007– December 2010 ISO: 9001 (QMS), ISO: 27001 (ISMS) 14155 (Med. Device)
<ul style="list-style-type: none"> ▪ Bid for Domestic/Global Proposals of Pharma, Medical Devices, Develop Strategies, Revenue Growth, Market Entry ▪ Business Process Management, Design, Execute, Measure, Monitor, Control Automated & Non-Automate Processes ▪ Import/Export Drug API's, NCE's. Handle Medical Devices, Pharma R&D, Generics, Vaccines, Tablets, Formulations ▪ Revenue Growth via RFI/RFP/RFQ, Clinical Research Activities, Clinical Trials PhaseI -IV, Clinical Data Management ▪ Primary/Secondary Market Research, Competitive Intelligence, Analytics via Research Tools, Techniques, Datasets 	

GENERAL MANAGER @ Nestle Nutrition (Abbott Healthcare Acquisition) https://www.nestle.in/	May 2004- May 2007 NSECODE: NESTLEINDEQ, BSECODE: 500790
<ul style="list-style-type: none"> ▪ P&L, Sales, Business Development, Nutrition, OTC Product Activation, Manage Retail, Go-To-Market Strategies ▪ Achieve Revenue/EBITDA, Corporate Strategies, Key Account Management, Branding, Campaign Management ▪ Oversee Sales, Develop Liaison with Key Opinion Leaders in Government Organisations DCGI, NIN, BIS, FSSAI ▪ Branding & Awareness, Scientific Literature Review, Field Training, New Product Launch, Promotional Activities 	

RESIDENT DOCTOR @ Nizam's Institute of Medical Sciences https://www.nims.edu.in/	April 2002- April 2004 MCI Recognized State Government Hospital
<ul style="list-style-type: none"> ▪ Provide Care to Patients in Hospital, Outpatient Clinics, Admit Care Patients followed by Clinical Investigations ▪ Examine Patients, Review Medical History, Diagnose Illnesses or Injuries, Administer Medical/Surgical Treatment ▪ Provide Pre-& Post-Operative care, Monitor Medication, Planning Treatment Guideline, National/International CMEs 	

CLINICAL ASSOCIATE @ JNF Hospital https://www.historicstkitts.kn/places/jnf-hospital	March 1997- March 2002 US Virgin Islands Private Hospital
<ul style="list-style-type: none"> ▪ Development of Clinical Study Documents, Investigator Brochures, Clinical Data Management, Clinical Systems ▪ Management of CRO's, Monitor Vendors, Facilitate Clinical Studies, Scientific Literature Review, Medical Liaisoning ▪ Monitor Patient Recruitment, Retention, Ensuring Integrity & Quality of Data Collected in Sponsored Clinical Trails 	

KEY COMPETENCIES:
Operations Management
Strong Leadership, Excellent Communication Skills, Measure Performance Metrics, Design Process Improvements Customer Satisfaction, Strategic Thinking, Business Intelligence, Influencing & Negotiating, Change Management
Project Management
Productivity Analysis, PMP Tools, Flow Charts, Negotiating Contracts, Forming Alliances, Strategic Partnerships Inputs to - R&D, Manufacturing, Supply Chain, Budgeting, Cost Controls, Statutory Compliance (Taxes/ Duties/Audits)
Quality Management
Quality System Regulation-ISO 13485, Operational Efficiency, Employee Management, Achieve SLA's, KPI's Delivery SDLC Lifecycle, Waterfall, Agile/Scrum Delivery Models, Implement Quality Improvements (Six Sigma/TQM/Green Belt)