

Patrick Pilch



Patrick D Pilch

Managing Director

ppilch@hcg.com

516 760 7480 | 646 472 4976

- Patrick has more than 30 years of experience in strategy, turnarounds, performance improvement, finance, and mergers and acquisitions, identifying and unlocking value potential for healthcare operators, investors, and other stakeholders. Patrick advises CEOs, CFOs, and boards on the financial and operational considerations of policy change and evolving healthcare operating models, grounded in industry practice, data, and professional experience.
- Patrick has served in CFO, COO, and Board advisor roles in healthcare restructuring engagements. Before joining Huron, Patrick held senior positions with Riveron, Ankura Consulting, BDO, PwC, and Alvarez & Marsal.
- **Representative examples of Patrick's engagement experience include:**
- **Restructuring & Turnarounds** - Retained by lender to serve as Interim Chief Financial Officer and Chief Operating Officer, leading a bankrupt and closed hospital's emergence from bankruptcy, overseeing its financial, budgeting, and reporting process and operations securing deemed CMS Status for Medicare and Medicaid and Joint Commission Accreditation.
- Led the restructuring of a \$1 billion managed long-term care organization. Served as Board Advisor and led interim management team comprised of a CEO, CFO, CMO Advisor, Chief of Staff, and Treasurer, developed a turnaround plan, presented to Board and to state regulators for approval. Identified cost savings, developed and implemented member enrollment, corrected misalignment of existing processes with compliance to ensure enrollment of dual eligible member candidates was consistent with eligibility requirements. Managed cash flow and assessed risk capital needs. Identified assets for sale to raise capital to complete exit from a distressed situation. Tasked the CMO Advisors to review clinical model to identify gaps in care modalities for respective plans.
- **Litigation and Investigation** - Served as testifying expert in payer/ provider disputes and healthcare antitrust matters, including one of the largest antitrust provider cases in the United States, and led investigations in healthcare matters
- **Financial and Operational Transformations** - Retained by boards and counsels to several hospitals to lead cash management, managed care contracting, revenue and pricing strategy and areas for operational improvement.
- Restructuring, and Finance team to evaluate a hospital's financial viability as part of an overall revisioning strategy for a large academic health system.
- Served as an advisor to one of the largest public hospital in the United States, drove the development of a strategic plan with a focus on financial and operational improvement and efficiencies
- Assessed implications of changing reimbursement and policy for strategy development for hospitals and skilled nursing facilities due diligence engagements.
- **Transactions & Merger Integration** - Advised Northeast AMC CFO in the system's proposed acquisitions of a community hospital, hospital-based oncology program, and health system, multiple physician practices, leading black box analyses and reviews of providers contracts with commercial payers.
- **Enterprise Risk** - Led enterprise risk assessments of numerous Academic Medical Centers, Community Hospitals, and health systems.
- **Asset Sales** – Retained to manage an orderly closure of a hospital and its sale and transition to a large healthcare system
- Served as management company lead for a not-for-profit skilled nursing facility and assisted living facility operator through a sales process
- Led due diligence activities and advisory services for the sales of distressed and healthy hospitals and their related assets, approximating \$30 billion+ in revenues.
- **Transformation** – Led healthcare transformation initiatives for 500+ stakeholders to reduce emergency visits by 25% for 120,000 Medicaid lives in New York State Delivery System Reform Incentives Program (DSRIP).

Education, Certifications, and Affiliations

- Master of Business Administration, Finance, Columbia Business School
- Bachelor of Science, Accounting Fairfield University
- Certified Public Accountant
- Licensed Investment Banker
- Turnaround Management Association Member
- American Bankruptcy Institute Member
- AICPA Member
- CSCPA Member