



SPEAKER BIO

Phil C. Solomon
Vice President of Global Services
MiraMed

Phil Solomon is the Vice President of Global Services for MiraMed, one of the healthcare industry's leading global revenue cycle solutions firm. MiraMed provides overarching business process outsourcing (BPO) services ranging from coding services to the collection of patient payments. Phil is responsible for the expansion of global services, business partner relationship's and the company's marketing strategy.

Phil's 25-year career has been focused exclusively on delivering business services to health systems, hospitals and physician groups. He has developed and implemented sustainable revenue producing strategies across the entire revenue cycle continuum.

Previously, he was the CEO of a Fast Tech 50, healthcare call center technology firm, a principal executive at an INC Magazine's top 500 Fastest Growing Private Companies in the US and he has held various senior leadership positions with national and global business BPO and IT firms.

Phil publishes the Revenue Cycle News Blog, a healthcare industry news resource; he is an active member of HFMA, MGMA, and AAHAM and is frequently featured as a speaker at industry educational conferences. Phil resides in Atlanta, Georgia and holds a B.A. degree from San Diego State University.

View [Mr. Solomon's profile on LinkedIn](#): or visit his [Revenue Cycle News](#) blog. To learn more about his availability for speaking engagements, he can be reached at 404 849-8065, and by email at phil.solomon@miramedgs.com. or philcsolomon@gmail.com

CONTACT INFORMATION & REFERENCES

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References:

Person	Contact
Mr. Lyman Sornberger Previous Executive Director Revenue Cycle at the Cleveland Clinic – CEO of LGS Consulting	(440) 440-546-0947 lyman.sornberger@aol.com
Mr. Luke Meert Corporate Director A/R, Botsford General Hospital President - Michigan Alliance of Healthcare Access Professionals	(248) 888-6464 lmeert@botsford.org
Mr. Al Mualomerovic COO, Loxogon Inc. Treasurer - Illinois Association of Patient Access Managers	(630) 640-6563 al@loxogon.com

Speaker Testimonials:

“Phil, I’d be more than happy to act as a reference for you in the future. Your presentation was well done and very well received by our Chapter members. Best of luck in the future, and hopefully our paths will cross again soon”.

Scott A. Noel, CPAT, MPA

Director of Education
HCA - San Antonio Shared Services Center
Education Chair Texas Bluebonnet Chapter AAHAM

“Hey Phil! Thanks so much for participating in the event. We really do appreciate it. Your presentation was great! I enjoyed it and it was enough to have folks asking the question, what else can I do or get to help in the situation we are in. Everyone right now is having a hard time requesting bodies to do the work, technology can help with that”.

Karen Fordham, MBA
Hospital Administrator
Huron Valley-Sinai Hospital – The Detroit Medical Center
Michigan HFMA Educational Conference

PRESENTATION TOPICS & INDUSTRY SPEAKING EXPERIENCE

Topics:

- Breakthrough Strategies – Leading Edge Self-Pay Solutions
- Using Real Time Analytics Technology to: Identify – Measure – Track – Improve
- Revenue Cycle Risk Mitigation Strategies
- Best Techniques for Point of Service Collections

- Implementing Leading Practice Charity Care Programs
- Nearshore-Offshore Outsourcing for Revenue Cycle Activities
- The Confluence of ACO's With Providers and Payers
- ICD-10 Enforcement is coming: are you ready?

Recent Speaking Engagements:

Group/Association	Year
West Virginia Winter Education Conference	January 2009
Illinois Patient Access Management	March 2009
First Illinois Chapter HFMA Spring Education Conference	March 2009
Michigan Alliance of Healthcare Access Professionals	May 2009
Texas Bluebonnet Chapter of AAHAM ASI	June 2009
HFMA Northwestern Ohio Education Conference	November 2009
HFMA North Carolina Educational Webinar	March 2010
Michigan HFMA Revenue Cycle Educational Meeting	April 2010
Western Michigan Great Lakes HFMA Spring Conference	May 2010
HFMA-Eastern Michigan Chapter	August 2010
Michigan Alliance of Healthcare Access Professionals	October 2010
HFMA Region 11 Educational Symposium – Las Vegas	January 2012
Northwest Ohio Shared Services Revenue Cycle Mgt. Forum	February 2012
HFMA Rhode Island/Massachusetts Multi-State Conference	January 2013
HFMA Georgia Chapter Educational Webinar	September 2014

PROPOSED SPEAKING CONTENT

Title: Coding Strategies – How to Handle the Fallout from ICD-10

Audience: CFOs, VP of HIM, Directors of Coding, VP Revenue Cycle, VP Physician Revenue Cycle, Physician Group Administrators, Revenue Cycle and Insurance Billing Leaders, Patient Access and Financial Services Directors and Supervisors

Title: Is Healthcare Business Process Outsourcing Un-American?

Audience: CFOs, VP Hospital Revenue Cycle, VP Physician Revenue Cycle, Physician Group Administrators, Revenue Cycle Directors and Managers, Collection Managers, Customer Service Call Center Managers, and Insurance Billing Leaders, Patient Access and Financial Services Directors, Collection Managers and Supervisors

Title: Strategies That Really Work for Patient Payment Collections

Audience: CFOs, VP Hospital Revenue Cycle, VP Physician Revenue Cycle, Physician Group Administrators, Revenue Cycle Directors and Managers, Collection Managers, Customer Service Call Center Managers, and Insurance Billing Leaders, Patient Access and Financial Services Directors, Collection Managers and Supervisors

*Additional subject matter available upon request.