



Vision

Our vision at Cogon is to be the leading facilitator of healthcare connectedness via value-driven innovations and comprehensive thought leadership.

THE STRATEGY, POLICY & RELATIONS GROUP AT COGON

ERIC J. KLOS, MANAGING PRINCIPAL

Eric Klos has more than twenty years of experience demonstrating successful strategic planning, business development, marketing, government and public relations almost exclusively focused on healthcare IT. Eric has a Bachelor of Arts in Political Science degree from Purdue University. Eric worked for eight years for Congressman John Myers, representing Indiana's 7th Congressional District, the district in which Purdue University is located in West Lafayette, Indiana. When Congressman Myers retired, he took a position at the House Committee on Veterans Affairs as the Director of Information Technology. He supported over 40 staffers in supporting their technology needs, built the committee's web site presence, veterans.House.gov, which won a Best Congressional Web Site Award in 1999, and supported the Oversight Subcommittee overseeing the Department of Veterans Affairs Information Technology activities.

After twelve years on Capitol Hill, Eric left for the government contracting community. Over a ten year career, he has grown his relationships, knowledge and experience from VA to DOD MHS to HHS and, broadly, healthcare IT. He's been responsible for business acquisitions to support corporate growth, business development capture for a \$30 million dollar patient safety reporting contract at DOD MHS, business development for the VA, DOD MHS, FDA, CMS, and other HHS agencies, and comprehensive strategic planning for the healthcare IT vertical. In addition, through his focus on patient safety, he has developed deep knowledge and expertise around the FDA and AHRQ. Finally, his exposure to Electronic Health Records through two different HIT companies has broadened his understanding and expertise to the commercial market. Most recently he has become an expert in ARRA funding, guidelines, and impact on state and local initiatives. Eric participates as a member of HIMSS-NCA and, most recently, as part of the ACT-IAC VistA Working Group.

NANDAN KENKEREMATH, MANAGING PRINCIPAL

Nandan has over 25 years of Federal policy experience with extensive contacts and working relationships. He was recently a Senior Counsel for the House Committee on Energy and Commerce where is served for 17 years. For the last 12 years he has focused on health care policy including health information technology, privacy, certain provisions of the American Recovery and Reinvestment Act, health care and health insurance reform, the Sentinel Initiative and drug safety, collaborative research platforms, biomedical research, emergency preparedness, comparative effectiveness, payment policies, drug regulation and safety, and a variety of cutting edge health care policy issues. He has worked with practically every committee in Congress, the Congressional Budget Office, Office of Management and Budget, most offices at the Department of Health Human Services and numerous stakeholders.

Since leaving the Hill Nandan has provided counsel, led workgroups, led policy retreats, provided comments in regulatory proceedings, analyzed legislation, prepared amendments, prepared assessments, assisted in business development and planning, provided legislative and regulatory strategies and other policy and government affairs functions for a wide variety of clients including in health information policy. Among others, he consults

for groups like the Patient Centered Primary Care Collaborative, the eHealth Initiative, and the U.S. Chamber of Commerce. He is active in workgroups at the Health Information Management Systems Society. Nandan has a law degree from the University of Virginia and a Bachelors of Science from the Massachusetts Institute of Technology.

HUY NGUYEN, MD

Dr. Huy Nguyen obtained a B.S. degree in Biology/Chemistry and a M.D. from the University of Chicago. He spent three years conducting basic science research at the Uniformed Services University of the Health Sciences. After completing his education, he served six years in the U. S. Navy and became board-certified in Family Medicine. His interest in healthcare mobile technology and clinical information systems dates back to his years as a medical student. This interest developed further as a naval physician utilizing the military's electronic health record. After completing his tour of duty with the Navy in September 2003, he co-founded Cogon Systems, Inc. His entrepreneurial vision is based on the belief that good information technology can translate into better patient care.

In addition to his corporate duties, Dr. Nguyen, is also very involved as a technical and clinical advisor to the Florida Health Information Network. This entity has been tasked with establishing a statewide health information exchange. He serves as an ex-officio member of the South Florida Health Information Initiative and the Pensacola Strategic Health Intelligence Collaborative, the regional health information organization of the greater Miami and Pensacola area respectively.

KEN DOUGHERTY

Mr. Ken Dougherty has spent the last 12 years in the software consulting industry. The majority of that time has been spent in Public Health Informatics and Health IT. Mr. Dougherty brings deep experience in Federal Business Development, Federal Healthcare, Public Health Informatics and Commercial IT Professional Services. Ken is a former VP, of Business Development, HHS, where he led Federal Business Development for \$100M+ Health Business Unit within \$500M+ Business Process Services division of Lockheed Martin. He demonstrated success winning business from new areas in targeted agencies and introducing Health IT, Science, Informatics, Epidemiology and IT capabilities to new sectors and agencies.

Most recently, Ken was Vice President and Co-Founder of Omada Technology Solutions, a Health IT 8A Firm. Ken placed Omada after award on Lockheed team for agency wide IDIQ for IT/Informatics support, a contract valued at 1B over seven years. This was a dual award between Lockheed Martin and Northrop Grumman. At Omada he participated successfully and won a \$2 million subcontract with Lockheed to provide Bio-informatics support for the National Immunization Program. As Program Manager he recruited and assembled Omada's Informatics Team, working with various MPH programs to recruit the best talent in Data Management, Epidemiology and Statistics.

Ken has a strong understanding of HHS and its various operating divisions. He understands how to sell into the Health market and working with the Medical and Science Communities. Areas of expertise include; strategic planning and program development, program management, capture strategy and management; customer relationship management; public health recruiting; building consulting teams in health, research and science.

SANDY PHILLIPS

Mr. Sandy Phillips has spent the last 26 years in the computer consulting and operations industries, mostly in healthcare settings. Following graduation from the University of Georgia, Mr. Phillips joined the US Navy's Nuclear Power Program serving as both an instructor and a qualified operator of Nuclear Submarines. Upon leaving active duty, Mr. Phillips began a career working primarily with Computer Sciences Corporation (CSC) Consulting, KPMG Consulting, and Accenture. He also served as the Chief Information Officer (CIO) for both esavio and for the Jackson Health System in Miami, FL and as a Client Executive with Perot Systems Corporation. Now with Omada Technology Solutions, Mr. Phillips assists healthcare clients in Health Information Exchange (HIE) initiative design and implementation, clinical transformation, and innovative applications of technology to healthcare. He has supported the HIE efforts for the Delaware Health Information Network (DHIN), Health Record Network (HRN), the National Health Information Network (NHIN) Implementation Cooperative, the Mississippi Southern Coastal HIE, and the California Regional Health Information Organization (CalRHIO).

Mr. Phillips retired from the US Navy Reserve with 24 years of active and reserve duty, serves on Florida's Governor's Health Information Infrastructure Advisory Board (GHIIAB), has written extensively, and provides presentations and speeches on a variety of healthcare, leadership, and management topics.

NORA BAILEY

Nora Bailey has over 25 years in hospital strategic planning, marketing, and administration. After receiving a Bachelor's in political science from Emory University in Atlanta, Ms. Bailey worked for Henrietta Egleston Children's Hospital in Atlanta for two years. Ms. Bailey graduated from Florida State University with a Master's in urban and regional planning, with an emphasis on healthcare planning. Upon receiving her Master's, Ms. Bailey worked as an urban planner for several years prior to returning to the healthcare field.

Ms. Bailey's has twenty years' experience as a Vice President for Strategic Planning in the hospital arena. As the chief strategy officer for two health systems, Ms. Bailey was responsible for setting the strategic direction that led to increased market share, recruitment of new medical staff, and expanded geographic market penetration. Her experience includes conducting in-depth market analysis, developing new health care services, and responding to state and federal regulatory requirements. In addition to strategic planning, Ms. Bailey's healthcare administration experience includes operational responsibility for a hospital-owned medical group, a nursing home and home health agency, senior health services, facility/service acquisition, and construction, including the design and construction of a new women's and children's hospital.

Prior to joining Cogon Systems, Ms. Bailey worked with Baptist Health Care Leadership Institute (BLI). Owned by the second hospital in the nation to receive the Malcolm Baldrige Quality Award, BLI consulted with hospitals across the US and Canada on creating cultures focused on delivering health care service excellence. Ms. Bailey has provided strategic planning and service excellence consulting services to hospitals, physician groups, and other health care providers.

Cogon Systems, Inc. (COGON) is a Pensacola, Florida - based health information technology and consulting firm with locations in Miami, Atlanta, and Washington, D.C that facilitates healthcare connectedness via value-driven innovations and comprehensive thought leadership.