

David McAndrews

515 Orchard St. East Lansing, Michigan 48823

Phone: 517-331-5561 E-Mail: dave.mcandrews@gmail.com

Trusted management consultant and negotiator with a specialization in capital equipment lifecycle

Partnering with integrated delivery networks, David's strategic contributions maximize the life cycle of capital equipment within health care systems through optimization of capital equipment sales, portfolio management, resource allocation, parts and equipment service cost control, as well as reimbursement analysis. Possessing a truly broad understanding of the modern health care ecosystem, David has sold \$30,000,000 in refurbished equipment to hospitals and imaging centers across the country. Through his work across multiple service lines within hospital radiology departments, outpatient imaging centers, surgery centers, stand alone emergency rooms and urgent care facilities he has been a valued consultant and key negotiator with all levels of stakeholders inclusive of radiologists, surgeons, oncologists, directors of radiology, biomedical engineers, purchasing managers/group purchasing organizations and the C-suite. He has saved the facilities he partners with as much as fifty percent of the traditional manufacture sales and service models.

Attributes

Connector of Dots- As a dyslexic person, I see the world just a little differently than most people. One of the great strengths this perspective offers is the ability to connect the dots to see the broader picture. But more than simply connecting the dots, it allows me to anticipate where the dots are going to be, or should be, placed. My brain has been doing this all my life; it is now in my work that its full expression can be exhibited.

Decision Maker- Despite how we were trained in school, most of life and business does not have an answer key in the back of the book. The information we are often afforded is often incomplete and imperfect. I have the ability to make quick and effective decisions based on the best information available, as seen through the lens of experience.

Ironman- Whether it is in triathlon, adoption, GPO contracts, or hospital capital programs, I am built for the long haul. Long-term, complex projects are an area of strength.

Analyst and Implementer- My formal training in history and organizational leadership has developed my capability for critical thought. In both of these areas, the existence of multiple causation and indefinite outcomes are key to understanding how we take action.

Diagnostic Imaging Industry Leader- On the forefront of the diagnostic imaging industry, I have worked tirelessly to improve the perception and experience associated with refurbished diagnostic imaging equipment and projects within the market. Through my efforts in partnership with others, as well as emergent market realities in the past 10 years, nearly the entire industry has moved from an attitude of reluctance to acceptance and, even in some cases, a preference for refurbished equipment.

Consultation and Negotiation Specialist- Consulted with 1,000's of stakeholders from hospitals, imaging centers, and dealers to discover their needs and desires and propose potential solutions to meet and/or exceed their expectations.

Developer- I drove sales that necessitated the implementation and development of expanded logistical capabilities and a service organization. I have partnered in the continual refinement of company capabilities to address client needs and desires, and this continues to be a passion of mine today.

Team Leader and Builder- I have developed and implemented sales strategy and training for sales teams in the Hospital and Outpatient diagnostic imaging setting, participating in each element of the interview, selection, on boarding, training and ongoing evaluation of team members.

Expertise

Coach- 20+ years of experience as a teacher, trainer and coach developed a unique ability to break concepts down into component pieces and simplify them for nearly any audience.

Imaging Project Experience- Responsible for the orchestration of 500+ diagnostic imaging equipment projects.

Capital Equipment Sales Experience- Responsible for approximately \$30,000,000 in individual sale revenue of refurbished diagnostic imaging equipment.

Speaker- Early days in radio, years in front of a classroom, time at board room tables, and speaking engagements in convention halls have developed experience in engaging and connecting with an audience.

Content Marketing- Led sales teams in the adoption of a content marketing strategy by contributing content, while also encouraging others to contribute significant industry knowledge and insight in order to drive readership and deeper interaction with the client.

CRM Implementation and Management- Helped lead the corporate adoption and implementation of two major CRM roll-outs (SAP and SalesForce).

Acquisitions- Acquired capital equipment through direct purchase from hospitals and outpatient centers, as well as leasing companies and manufacture trade-in.

Equipment Valuation- A decade of experience in the sales and acquisitions of all imaging modalities has given a keen sense of valuation of imaging equipment.

Education

Palm Beach Atlantic University, West Palm Beach, Florida.

Masters of Science in Organizational Leadership 2003-2005

- Completed the thesis track of the degree program with a focus on developing multinational relationships in order to teach skill sets needed to compete in a global market. Graduated from the *program with a 4.0 GPA.*

Bachelors of Arts in History and Communication, minor in Business Administration 1996-2000

- Graduated with a 3.69 GPA.

Experience

Block Imaging International 2005-present

Senior Vice President of Strategic Development 2014-Present

- Group Purchasing Organization Negotiator: Successfully negotiated terms, pricing and contract implementation with 3 of the major medical industry group purchasing organizations.
- Product Manager: Global sales and purchasing operations for the Interventional Radiology modality to both wholesale and retail customers.
- CRM Implementation and Management: Helped lead the corporate adoption and implementation roll out of the Salesforce CRM.
- New Product Selection and Development: Partnered with many vendors to select and negotiate terms for adding new products to the Block Imaging portfolio, including OEM refurbished equipment, MRI, CT, X-ray, Digital Detectors, C-arms, and PACS.

Senior Vice President of Imaging Solutions 2009-2014

- National Sales Team Leader- Developed and implemented sales strategy and training for sales team in the Hospital and Outpatient diagnostic imaging setting.
- CRM Implementation and Management- Helped lead the corporate adoption and implementation roll out of the SAP CRM.

Vice President of Sales- Southeast United States 2006- 2009

- Led all sales activities for a 12 state region from Virginia to Texas.
- Contract negotiation with hospital and imaging center executives, universities, and government entities; client relations; and overall project management.
- Assisted in the creation and implementation of many company initiatives including: service program, intern program, bonus compensation plan, HR program, marketing strategy, and strategic planning.

Account Executive 2005- 2006

- Underwent intensive training, learning all aspects of medical equipment sales including: contract negotiation, utilization of logistics, mass marketing, and closing techniques.
- Assisted in opening a company branch office in Florida.
- Developed a process designed to manage sales leads and to systematically develop the company's database of clients in the Florida market. Assisted in the development of end

user product lines for the company. Served as the sales executive for all of the hospitals and imaging centers in the state of Florida.

Jupiter Christian School

2000-2006

Accreditation Consultant 2004- 2006

- Responsible for the school's successful bid for re-accreditation, provided guidance for the steering committee members, and directed the development school-wide re-accreditation program.

Advanced Placement Teacher 2003- 2005

- Responsible for the teaching of Advanced Placement United States History and the preparation of students for the national examination.

Social Studies Teacher 2001- 2005

- Dedicated to the education of high school Juniors and Seniors in the subjects of economics, politics, Advanced Placement United States History, and United States History

Public Speaking Teacher 2000-2001

- Educated high school freshmen in the practice and application of public speaking.

Head Men's Soccer Coach 2000-2004 ***Head Woman's Soccer Coach*** 2000-2002

- Led the varsity men's and women's high school soccer programs, including scheduling, budget, travel, and training.

Palm Beach Atlantic University

1996-1999 and 2003-2005

Men's Interim Head Soccer Coach 2004- 2005

- Led a NCAA Soccer Program. Responsibilities included the management of the budget, recruitment of student athletes to the university, and management of the men's team on and off the field.
- Led the team to a 9-3-1 record (following the release of the head coach who began the season 1-4), and on to a NCCAA South Region Title and seventh place finish at the NCCAA National Tournament.

Men's Soccer Assistant Coach 2003-2004

- Assisted men's team in training with a specialization in player relations.

Residential Life Department

- Assisted director in the resolution of housing issues as well as general office work including filing, paper work, data entry, and representing the college both on and off campus.

Tutor and Inner City Impact

1998-2000

Education Coordinator for At-Risk Children 1999

- Educated and mentored inner city middle school children through implementation of an advanced reading program.

Private Tutor 1998-2000

- Assisted a child with severe learning disabilities through the completion of high school graduation, as well as general mentoring of siblings.

WMIX 102.5 and WPBZ 103.1

1997-1999

Radio Morning Show Intern 1997-1999

- Assisted hosts in research and set up, with a small roll as an on-air personality, for the number one morning show in West Palm Beach (one of the top fifty markets in the US). Worked with the station's promotions, advertising, and sales departments setting up events and developing relationships with clients.

Public Relations and Special Events Coordinator 1997-1999

- Represented the station as a radio personality in events outside of the studio. Setting up and participating in live radio events.

Tampa Bay Mutiny

1997-1998

Assistant to the Regional Director of Major League Soccer (MLS) Camps.

- Served as camp coordinator, instructor and public relations representative for MLS camps, as well as an intern for the professional Tampa Bay Mutiny soccer team, with duties including liaison for player relations and game-day event coordination.

Brandon Indoor Soccer

1995-1996

Store Manager 1995-1996

- Managed the retail shop on the facility's premises.

Director of Summer Camps 1996

- Led summer soccer camps and assisted in management of the main office.

Honors and Accomplishments

2013-2014 Won the award of contracts from 3 of the major medical group purchasing organizations.

2009 Company's top performer, achieving annual sales goal in less than 6 months.

2007 Company's top performer, leading company in quarterly sales

2006 Led Block Imaging in total revenue for end user sales

2005 Received a sizable research grant from Palm Beach Atlantic University for graduate thesis.

2004 Coached the PBA men's soccer team to a NCCAA South Region Championship

2003-2004 Teacher of the Year for Jupiter Christian High School

2002-2005 Social Studies Department Head

2002-2004 History of the South Tour Coordinator ran week-long tours to historical sights.

2002 NSCAA Advanced Goal Keeper Training Diploma

2001-2005 Senior Class Sponsor (led retreats and trips to Canada, the Caribbean and Europe)

2000 Coached Jupiter Christian's team to a FHSAA Men's Soccer District 11 Runner-Up

1998 Concert steering committee member

1997 Florida Sun Conference Academic All Conference

1997 Member Steering Committee for Freshmen University Orientation week

1997 Sophomore Senator in Student Government
1996-2000 President's Scholarship for academics
1996-1998 Member of Palm Beach Atlantic soccer team
1996 Residence Hall Representative in Student Government

About Me

- I was lucky enough to marry Becca (who is much better than I deserve) in 2001 and we have two biological girls: Kate, age 10 and Kinsey, age 8. We are also on step 427 of the 592-step process of adopting 2 twin boys and an adorable little girl in Haiti.
- I am a [Jeep](#) guy.
- I do not spend nearly enough time on the water on my [SUP](#) or in my [kayak](#).
- I moved to [East Lansing](#) from West Palm Beach Florida (where I lived more than a decade) to lead the National Imaging Solutions Team to further success.
- I spent time as the Head Coach for the Palm Beach Atlantic University men's [soccer team](#)(for whom I had also played as an undergraduate), and led them to a NCCAA South Region Title, and a good finish at the NCCAA National Tournament.
- My first career was as a high school teacher and coach. I taught [History](#) and [Economics](#), and was even voted [Teacher of the Year](#).
- I was a radio personality, for approximately one minute, and held the very lofty position of morning show intern at The [Buzz 103.1](#) in West Palm Beach.
- I, of course, wanted to be a professional soccer player only to realize I did not have the skill, speed, or lungs to actually accomplish that. So I did the next best thing and worked in the front office for, the short-lived [Tampa Bay Mutiny](#) of the MLS.
- I graduated from [Palm Beach Atlantic University](#), twice. BA- History and Communication, 2000 & MS-Organizational Leadership, 2005
- I'm a HUGE fan of the [Chelsea FC](#). Come on you Blues!
- I have a fun-loving dog named Chelsea (of course).

Print Publications



Medical Dealer- "Expert Advice."



MD Publishing- "Getting There is Half the Fun."

Video Content

Videos contributed to Block Imaging's YouTube Channel



Index:

1. Digital Cath Lab Price Cost Guide
2. Philips Allura FD10 and FD20 Comparison
3. Overview of Philips Allura FD Cath Lab Series
4. Extremity MRI Buyer's Guide Intro
5. GE CT Scanner Prices
6. Upgrade to Digital X-Ray with 3 Simple Questions
7. 2013 CT Scanner Market Report
8. Digital X-Ray Conversion for R/F Rooms- Your Options
9. Direct Digital Mammo vs CR for Mammo
10. Upgrading Analog X-Ray to DR/ Digital X-ray

- 11. Affordable Care Act and Medical Imaging Equipment Market
- 12. Dave McAndrews - Your Imaging Solutions Coach
- 13. Ongoing Imaging Equipment Service and Support
- 14. Refurbished Imaging Equipment Turnkey Projects Explained
- 15. Imaging Equipment Project Management
- 16. Used Imaging Equipment Market Explained
- 17. Financing Medical Imaging Equipment

Blog Content

Blogs contributed to Block Imaging's Blog at info.blockimaging.com



Index:

- 1. Digital Cath Lab Equipment Cost Price Guide [2015 Update]
- 2. The ONE Question Diagnostic Imaging Buyers Should Be Asking

3. Philips Allura FD10 vs. Allura FD20 Cath/ Angio Comparison
4. Extremity MRI Scanner Price Cost Guide
5. What to Expect During Your Cath Lab Project
6. Does an Extremity MRI Need RF Shielding?
7. Which Extremity MRI Is Right for Me?
8. Is an Extremity MRI Right for Me?
9. The Best CT Scanner for Low-Volume Facilities
10. Upgrade to Digital X-Ray with 3 Questions
11. 2013 CT Scanner Market Report
12. Neuviz 16 Ct Scanner vs. Lightspeed 16 Ct Scanner
13. GE LC Cath Lab Price Cost Guide
14. Awesome C-Arm Price Infographic | Compare C-Arm Machine Prices
15. How Refurbished Imaging Equipment Can Help Hospital Capital Budgets
16. How to Choose the Best Fluoroscopy Equipment for Your Surgery Center
17. Medical Imaging Reimbursements: The Impact of the Coming Election
18. Can a Hospital GPO Save You Money on Refurbished Imaging Equipment?
19. 3 Price Points for Digital X-ray Equipment Options
20. Don't Forget Rad Tech Week!
21. Will a CR System Save You Money? Here is how to find out...
22. MIPPA/CMS Equipment Accreditation Adds New Grace Period for Purchases
23. Section 179 Tax Deduction for Medical Equipment Expenses in 2011
24. Buying Medical Imaging Equipment on the Secondary Market: 5 Things You Need to Know

25. My Hospital Just Bought an Imaging Center... What the Heck am I Supposed to do
Now??