

"Chance favors the prepared mind."

- LOUIS PASTEUR

Cavanaugh Consulting Group – (CCG)

CCG provides strategic information technology consulting services to the health care industry. Two former PricewaterhouseCoopers consulting partners and a long-time colleague formed CCG. Our clients benefit from the extraordinary knowledge and know-how of the CCG team, thereby increasing the benefits of IT initiatives and enjoying a rewarding consulting experience.

CCG attributes include:

- Collectively, we have worked for over 1,000 health care organizations including 18 of the 19 hospitals listed on the *US News and World Report* Best Hospital Honor Role.
- Among us, we have consulted for many of the leading vendors, as well as entities that are seeking to enter, or invest in, the healthcare information systems market.
- We are organized on a knowledge model, not a leverage model; therefore, we have no junior staff. CCG's principals are our consultants and they average 30 or more years of health care experience.
- Many of us were Big 4 consulting partners or senior managers.
- Many of us were CIO's of hospital groups or academic medical centers.
- Many of us have worked for health care information technology vendors at some point in our careers.
- We are very client focused; we are a private self-funded firm.
- We do not develop, sell, or resell hardware, software, or outsourcing.

"We cannot solve problems by using the same kind of thinking we used when we created them."

- Albert Einstein

CCG Services

- ARRA/HITECH Readiness Services
- Network and Infrastructure Planning
- CPOE and EHR System Consulting
- Creation and Updating of IT Strategic Plans
- Management Retreats and IT Trends Presentations
- Vendor Selection Assistance
- Contract Negotiation Support
- IT Executive Project Management Services
- IT Operational Assessments and Benchmarking
- IT Outsourcing Evaluation and Oversight
- Decision Support System Services
- Behavioral Health System Consulting
- Client Relationship Improvement Projects
- Strategic Market Analyses
- Business Planning Services
- Acquisition/Investment Due Diligence
- Unified Communications Services

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CCG

Cavanaugh Consulting Group

Business and Information
Technology Consulting



A Business of Cardinal Consulting, Inc.

CONSULTING SERVICES BROCHURE

Retained Executive CIO Services



OFFICES IN PRINCIPAL US CITIES

(708) 645-1235

OUR SERVICES

Retained Executive CIO Service

The demand for health care information technology is nearly endless. However, that demand must be balanced within an organization's economic realities and its ability to absorb change. The desire by senior leadership to remain abreast of important new information technologies, while gaining the most from those already committed, is a challenge that causes many health care organizations to employ a Chief Information Officer (CIO).

In some circumstances a knowledgeable and experienced CIO is difficult to attract at an acceptable salary. CCG has developed the Retained Executive CIO Service to provide CIO services on a part time retainer basis.

The CCG Executive CIO Service starts with an initial assessment of the organization's use of information technology. This initial assessment serves as the basis for subsequent on-site and telephone support to address significant IT needs.

We have found that the organizational requirements for a successful Executive CIO include:

1. Organizational Fit
2. Knowledge and Experience
3. Affordable Cost

Here is how we address each of these requirements:

1. Organizational Fit

The best way to make the right choice of the CIO resource for you is to meet and work with that person in your environment. CCG accomplishes this by beginning each project with an on-site review of your current circumstance including a review of staffing, technologies, infrastructure, applications, plans and management expectations. We will interview senior and IT management, selected department leadership and vendor resources if appropriate. We can work effectively with an outsourced IT department to perform independent IT management oversight and direction on your behalf. At the conclusion of the initial review we will meet with your management team to review our findings and recommendations, and discuss our fit with your team and management style. We will provide both an oral and written report. You decide at the conclusion of the initial work if the resource we offer adds sufficient value to your team.

2. Knowledge and Experience

CCG is made up of senior health care information technology consultants. CCG's typical Executive CIO will have experience as CIO of a hospital group or academic medical center; have been a partner or senior manager in an international consulting firm and have worked in a senior position for a health care information systems vendor. Your CCG resource has both the knowledge and experience to address challenging IT issues including managing vendor relationships, recruiting technical staff and developing effective IT organizations, developing and managing IT budgets, managing critical implementations, developing IT plans from business needs, projecting capital requirements, preparing for JCAHO reviews and supporting the process change necessary to gain maximum returns from your information technology investments.

"Too often a technologist knows everything but how they fit into the world around them"

- Paul A. Strassmann,

The Squandered Computer

Your CCG Executive CIO can help mentor your developing staff so that you can create a pipeline of internal IT talent. Also, your Executive CIO will have the business acumen to become a productive member of your management team, an ability that often eludes most Information Technology managers and junior CIO's.

3. Affordable Cost

We tailor our support to meet the needs of your organization. All projects begin with an initial review and familiarization phase, which is priced separately to allow you to decide how you want to proceed. We can then provide bi-weekly, monthly or quarterly on-site support as befits your needs. We also provide on-call telephone support by your Executive CIO and other specialists as required.

In addition to your Retained Executive CIO, you can draw on medical informatics physicians and many other IT specialists from your CCG team.

For more information contact
Frank Cavanaugh at 708-267-8584
or your local CCG Principal.

