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Leaders in Executive Search

DIVURGENT
Redefining Consulting. Transforming Healthcare.

Position Profile

Principal - Tech Consulting

Divurgent



Redefining Consulting. Transforming Healthcare.

Divurgent is a privately owned and operated healthcare consulting firm committed to healthcare IT evolution, deploying tailored solutions that help client partners achieve improved operational effectiveness, financial performance, and quality of patient care.

Divurgent has experienced year-over-year growth in its 13-year history, measured in both revenue and staff size.

In an industry filled by capital infusion and acquisition, Divurgent has the freedom to make decisions that are in the best interest of their client partners, rather than shareholders.

Since 2007, Divurgent has been driven by the ELITE values of: Excellence, Learning, Innovation, Trust, and Enthusiasm to redefine consulting and transform healthcare for their clients and the communities they serve.

Divurgent is passionate about helping healthcare organizations navigate complex technology-enabled initiatives across:

- EHR
- ERP
- Payer systems
- Security
- Infrastructure platforms

Divurgent has delivered tangible business outcomes for several large health systems.

A list of client project scopes and highest value outcomes can be found [here](#).



Solutions

Divurgent is in a unique market position, with the client-focused, responsive characteristics of a boutique consulting firm paired with the benefits of a company designed to provide complex, scalable solutions to both small and large healthcare organizations. This value is evidenced in both their people and the organization and delivery of their services.

EHR: Divurgent is a leader in EHR implementation, advanced training, activation/go-live support, and managed services across the healthcare industry. Their certified delivery team understands the unique challenges healthcare organizations face before, during, and long after implementation.

In response to health care's growing challenge of physician burnout, Divurgent developed a Physician Efficiency Program, designed specifically to decrease burnout and increase the quality of care.

ERP: Divurgent applies their proven methodologies to assess and optimize Enterprise Resource Planning (ERP) solutions in the areas of Supply Chain Management, Human Capital Management, Payroll, and Finance.

Infrastructure & Security: Divurgent is a recognized leader focused on the business of hospitals, health systems, and affiliated providers. They use a proactive approach to today's top healthcare security challenges and a team of industry best practitioners in healthcare, IT strategy, and cybersecurity.

Payer: Divurgent's experienced, hands-on team continuously evaluates and addresses industry and market trends to align their client's goals with the future market state. Divurgent's payer solution areas include:

- Implementation
- Transformational
- Strategic Advisory
- Payer Technologies
- Data Analytics

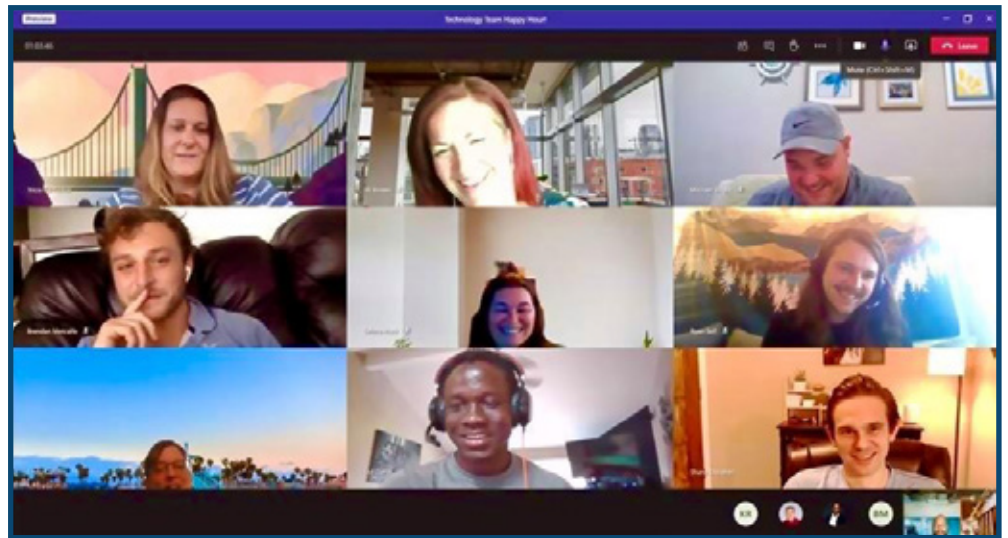


Recognized for Excellence

- Top 10 on *Modern Healthcare* Magazine's list of The Best Places to Work in Healthcare, making the list for 8 consecutive years
- *Inc.* Magazine's 2018 List of Fastest-Growing Firms for 6th consecutive year
- Recognized by *Consulting* Magazine as a Fastest Growing Company
- *CIO Review's* 50 Most Promising Healthcare Solution Providers
- Recognized by *KLAS Research* for outstanding service delivery in multiple categories including: #1 in Adaptability and in Use of Innovative Tools



Grow and Make a Difference with Divurgent



Divurgent employs real people on their Team, not just “resources.”

They firmly believe their Team is the driving force behind their successes, and because of that, they are solidly focused on evaluating, maintaining, and improving upon the Divurgent culture by integrating their ELITE Values into everything they do.

Culture is the SINGLE most important component they have.

They want their employees, recruits, clients, prospects, and even their competitors to feel it and believe it.

Learn more about Divurgent's [Culture](#) and [Benefits](#).

Principal - Tech Consulting

Overview

The Principal - Tech Consulting position at Divurgent is an incredible opportunity to join a dynamic, growing healthcare technology consulting services firm.

The Principal will be responsible for delivering high-value outcomes to clients by overseeing engagements which include everything from advisory engagements to large go-lives. They will develop strong client relationships while delivering and executing on projects.

This Principal has an incredible opportunity to make an impact and influence Divurgent's strategic direction through developing more offerings.

A key part of this role is having an "entrepreneurial focus", identifying revenue opportunities, and building solutions to meet client needs.



Quality is important to the Divurgent culture; this position is outward facing, responsible for driving client satisfaction in support of remaining in the top 3 of KLAS ratings.

Key priorities:

- Help clients define and evaluate corporate and business strategies
- Be a thought leader and subject matter advisor in technology
- Lead the development of Divurgent's solutions and innovations
- Strengthen and differentiate the Divurgent brand
- Provide guidance on quantitative and qualitative analysis to drive outcomes
- Build strong client relationships
- Architect and deliver solutions and services
- Provide sales support in the technology area

The Qualified Candidate



Divurgent seeks a qualified leader to advise and lead in their area of expertise such as digital transformation, program management, ERP applications, or enabling change.

Minimum Qualifications:

- Bachelor's degree
- 10+ years working on large complex, multiple service line delivery engagements
- 8+ years working with digital transformation, technology solutions, change management & enablement and/or technology development and products
- 10+ years of project management experience on complex projects with multi-location teams
- 10+ years of working with cross-functional teams and matrixed organizations
- Strong understanding of emerging technologies or trends
- Understanding of the software development life-cycle

Preferred qualifications:

- MBA
- Specific, relevant experience in:
 - IT infrastructure or cloud solutions
 - Service desks
 - Networking or data centers
 - Data Governance or integration
 - Cross-functional ERPs
 - Security and privacy
 - Cloud optimization
 - IT strategy
 - RPA

Please note: Divurgent's corporate headquarters are in Virginia Beach, VA. The position is remote but will require some travel.

Procedure for Candidacy



Interested candidates should apply online at kirbypartners.com.

If you would like to have a confidential, informal conversation before applying please contact us.

Final candidates should expect two interviews with Kirby Partners recruiters (including a video conference interview). You may be asked to complete an Executive Profile and submit references to be considered for presentation to the search committee.

Contact:



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About Us

Most healthcare organizations struggle to effectively hire key executives. As the leading healthcare technology retained search firm, Kirby Partners is the solution for organizations who want to “Hire for Impact.”

We’re a *Forbes*’ America’s Best Executive Search Firm and have partnered strategically with healthcare organizations across the U.S. since 1989. Our headquarters is located in Lake Mary, FL.



Kirby Partners does not discriminate based on race, color, ethnicity, national origin, sex, pregnancy, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, marital status, and/or political affiliation in its programs, activities, or employment. The material presented in this position specification should be relied on for informational purposes only. This material has been copied, compiled, or quoted in part from client documents and personal interviews and is believed to be reliable. While every effort has been made to ensure the accuracy of this information, the original source documents and factual situations govern.