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Leaders in Executive Search



SOLUTIONHEALTH

# Position Profile

System Director of Analytics  
Resource Center

# SolutionHealth



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SolutionHealth is a regional healthcare organization that represents a combination of Elliot Health System and Southern New Hampshire Health. As an integrated health system, SolutionHealth is uniquely focused on providing access to high-value primary and specialty care that meets the growing needs of the communities they serve.

Additionally, through SolutionHealth's affiliation with Massachusetts General Hospital, they are bringing more advanced, world-class care and innovative treatments and technologies to southern New Hampshire.

**Elliot Health System (EHS)** is the largest provider of comprehensive healthcare services in Southern New Hampshire. The cornerstone of EHS is Elliot Hospital, a 296-bed acute care facility located in Manchester (New Hampshire's largest city).

**Southern New Hampshire Health** includes:

- Southern New Hampshire Medical Center, a 188-bed acute care facility located in the heart of downtown Nashua, has a medical staff of over 500 primary and specialty care providers from Foundation Medical Partners, Dartmouth-Hitchcock Nashua, and local independent practices.
- Foundation Medical Partners, a multi-specialty provider group, including more than 300 providers in primary, specialty, and immediate care serving thousands of patients in more than 70 practices across southern New Hampshire and northern Massachusetts.
- Immediate Care, offering walk-in care 7 days a week at 4 locations.

# SolutionHealth Priorities



SolutionHealth is committed to pursuing actionable strategies to improve the health of their communities with collaboration that improves local access to high quality, affordable care. SolutionHealth is a charitable trust that values accountability to state officials, community leaders and those they serve.

## **Immediate Priorities:**

- Adopt/expand application of industry leading electronic medical record (EMR) to share, coordinate and enhance access to quality care
- Collaboration to expand (access to) behavioral health services across their region
- Data-driven evaluation of patient and community need for advanced clinical care not available locally

## **Long-term Priorities:**

- Improve residents' access to affordable preventive and primary care
- Share best practices to improve quality of care and patients experience of care
- Leverage efficiencies achieved by collaborative purchasing and technology investments to grow and expand services responsive to their communities' needs
- Elevate collaborations to transition to value-based systems of care that assure best practice in delivery of appropriate, cost-effective care

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## Facts & Figures\*

- 500,00+ service area population
- 6,500 staff
- 1,070 providers
- 537 in-patient beds
- 89,000 ER visits
- 105,000 urgent/immediate care visits
- \$550M economic contribution (payroll)
- \$450M economic contribution (indirect)
- \$175M community benefit

\* Figures based on SolutionHealth One Sheet May 1



## Recognized for Excellence

### **Eliot Health System:**

- HealthCare's Top Most Wired Hospitals 2019
- DNV GL Healthcare Accreditation
- American College of Radiology Accreditation
- 2019 Get With The Guidelines® -Resuscitation - Gold Plus
- 2020 Union Leader Readers' Choice Awards
- Best of Business 2015, 2016, 2017, 2018, 2019, 2020 & 2021 - *New Hampshire Business Review*
- *Parenting New Hampshire* Family Favorite 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 & 2020
- National research Corporation Consumer Choice Award Winner 2005, 2006, 2009 & 2010
- *Business NH Magazine's* 2009 Healthcare Business of the Year
- American College of Radiology Breast Imaging Center of Excellence

### **Southern New Hampshire Medical Center:**

- A Most Wired Hospital
- American Nurses Credentialing Center (ANCC) Magnet® Hospital
- DNV GL Healthcare Accreditation
- American College of Radiology designated as a Lung Cancer Screening Center
- *Parenting New Hampshire's* 2020 Family Favorites
- Go Clear Award™
- American College of Radiology (ACR), designated Breast Center of Excellence
- American College of Surgeons accredited community cancer program
- American Association of Cardiovascular and Pulmonary Rehabilitation (AACVPR) certified cardiac rehabilitation program
- Get With The Guidelines® Gold Plus

# System Director of Analytics Resource Center



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## Overview

The System Director of Analytics Resource Center for SolutionHealth is one of the most important roles SolutionHealth will fill in the near future.

SolutionHealth is a new system and will continue in a growth mode. This is a position where “You will build the plane while flying it.”

There is a pent up demand for data; you will be implementing and growing both your systems and team.

This key executive will be responsible for further development, maturation and execution of the enterprise strategy that effectively serves the analytic, data, and reporting needs of the system.

The Director will lead and oversee the analytics and data warehouse teams that provide the infrastructure as well as the mining, analysis, forecasting and reporting

of data to support the strategies associated with ongoing growth, care transformation and business development and evolution.

Orchestrating, organizing, structuring and developing a cohesive team to enable a robust analytics function in support of data-driven decision-making across the health system are also key objectives.

This person will inspire their team to greatness and foster an environment of customer obsession leveraging the voice of the customer through analytics with the goal of decreasing healthcare costs, improving patient outcomes and improving the healthcare experience.

The Director reports to the Chief Strategy Officer with a dotted line to the Chief Information Officer.



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# Position Scope

## **Primary responsibilities:**

- Further develop and mature an enterprise-wide vision for the Analytics Resource Center
- Establish a system-wide level of confidence in the Center
- Create and execute a strategy to build and grow the Analytics Resource Center (ARC)
- Establish key governance committees to lead and oversee the Analytics Resource Center (this includes an executive steering committee, an Analytics Operations Committee, and a Data Governance Committee)
- Manage a growing team of 11

## **Additional responsibilities:**

- Develop broad capabilities and promote collaboration and coordination within a consolidated analytics function
- Lead and oversee the analytics and data warehouse teams that provide the infrastructure as well as the mining, analysis, forecasting and reporting of data to support the strategies associated with ongoing growth, care transformation and business development and evolution
- Orchestrate, organize, structure and develop a cohesive team to enable a robust analytics function in support of data-driven decision-making across the health system
- Work with leaders and staff to manage organizational priorities and coordinate analytics assets to address the needs of Solution Health
- Inspire his/her team to greatness and foster an environment of customer obsession leveraging the voice of the customer through analytics with the goal of decreasing healthcare costs, improving patient outcomes and improving the healthcare experience

## **The environment:**

- Solution Health is in both an inpatient and ambulatory growth phase
- Additionally, Solution Health seeks to transform the delivery of healthcare within their region
- Solution Health utilizes Epic in both inpatient and ambulatory settings (Star 6)
- Workday will be introduced to the system in the future

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# The Qualified Candidate



## **Education:**

- Bachelor's degree required
- Master's degree preferred

## **Experience:**

- 10+ years of information systems experience required
- 5+ years of related experience in healthcare required
- 5+ years of management experience required
- Epic experience preferred

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## Relocation Information

# Manchester, NH

Manchester is located in south-central New Hampshire along the Merrimack River, 20 miles from the Massachusetts border and 58 miles from Boston.

Manchester is a dynamic and growing community with a vibrant urban center and easy access to New Hampshire's scenic White Mountains and Lake Region.

As the business and financial center of the state, Manchester is home to the state's largest civic arena and 10 colleges and universities that play an important role in the city's economy, as well as contributing to its lively cultural environment.

The greater Manchester region includes nine surrounding communities, all great places to raise a family and each with its own distinctive lifestyle and housing options.





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## "#6 Safest Place to Live,"

- *U.S. News & World Report*

Manchester offers a high quality of life because of the city's close proximity (less than one hour's drive) to pristine beaches, beautiful mountains, sparkling lakes and downtown Boston.

The city was ranked 19th Happiest City in the United States by *National Geographic Explorer*.

Downtown Manchester is home to theaters, museums, music venues, and award-winning restaurants. The city is also known as the top shopping center of the region offering tax-free shopping in over five million square feet of retail space.

Manchester has beautiful parks throughout the city, and Lake Massabesic, located in the heart of the city, offers boating, scenic picnicking locations, and hiking and biking trails.

Skiing and snowboarding can be enjoyed in the winter months at the McIntyre Ski Area and city ice skating rinks are located on both the east and west side of the city.

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# Fast Facts

112K+  
Population

5M  
Square feet of retail  
space

10  
Colleges &  
universities

900  
Acres of parks



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# Procedure for Candidacy



Interested candidates should apply online at [kirbypartners.com](http://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.



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