

Terence Murphy

Senior Consultant

Terence Murphy is a Senior Consultant who works on selected engagements with Hollis Associates. Terry has an extraordinary background including having founded, grown, and raised significant growth funding for an innovative technology services company. He also started a national consultancy. Additional experience includes working as National Service Director-Physician Services for the seventh largest accounting and consulting firm in the country.

AREAS OF EXPERTISE INCLUDE:

- Product line business planning.
- Medical staff development planning for health systems.
- Planning and implementation of hospital-physician enterprises.
- New physician recruitment and integration.
- Planning and development of hospital outpatient services.
- Valuation and assessment of healthcare enterprises and contracts.
- Marketing and market research for healthcare providers.
- Group practice start-up and mergers.

Terry's clients have included physicians, large medical groups, hospitals, and health systems. He has also worked with medical services companies, real estate developers, physician recruiting firms, investment banks, and other key participants in today's healthcare environment.

He is an active member of various industry organizations including the National Association of Integrated Health Organization and the American Hospital Association. He has authored numerous industry related articles and is frequently quoted in industry publications such as *Healthcare Financial Management*, and *American Medical News*. He recently co-authored a 223 page book, *Hospital-Physician Integration, Strategies for Success* in cooperation with the American Hospital Association.

Mr. Murphy received his Masters in Business Administration in Finance and Health Services Administration from Cornell University and his Bachelor of Science from the University of New Hampshire.