

JOSH HUREWITZ

6216 Green Meadow Way, Baltimore, MD 21209 Cell (410) 598-0719; Josh@GrowBridgeConsulting.Com

EXECUTIVE PROFILE:

A knowledgeable executive with 25 years of diverse experience focused on business operations, strategy, marketing, new business development and acquisition/alliances across a wide range of industries. Focus primarily on middle-market companies

AREAS OF EXPERTISE:

- Strategic Business Planning
- Operations Management & Process Design/Refinement
- Financial Management
- Strategic Marketing Development
- Staff Leadership, Management, Engagement & Development
- Mentoring/Team Building
- Culture Reset & Development
- Strategic Acquisition
- Acquisition Execution & Integration
- Market Research
- Alliance/JV Development

PROFESSIONAL EXPERIENCE:

JOSH HUREWITZ, PHD, MBA D/B/A GROWBRIDGE CONSULTING

BALTIMORE, MD

Principal Management Consultant

1990-1993 & 2004-Present

Provide strategy, operations and marketing consulting to companies across a range of industries. Activities included acting as an outside consultant or assuming a management role within the company. For a full description, please view the website: WWW.GrowBridgeConsulting.Com

ARINC INCORPORATED

ANNAPOLIS, MD

Senior Director, Corporate Business Development

2000-2004

A \$1.2B company that supports commercial and military aviation engineering/communication

- Developed and executed method for evaluating underperforming and proposed businesses and acquisitions with go/ no-go gates. Process adopted to quickly evaluate 10's of new businesses per year and outlined key execution milestones and risks to be managed-Drove capital investment across the company.
- Led internal effort to secure private equity investment. Resulted in two offers, \$100M and \$500M+.
- Recruited and directed an internal market research/consulting group who oversaw BU business development activity.
- Formulated, explored/executed external relationships (acquisition/alliances/VARS) with GE, British Telecom, CISCO, Parsons, Intergraph, Sabre, Airbus, Astrium, Tenzing, UAL Multiforward, DesCartes, ADCC China, Jouve, Caleb, Exostar, AeroV, Anset, Speedwing Mobile, PaxNet, Starling Transtech, Rannoch, Spacelogic, FlyIt, CTA and others
- Developed JV in the Wi-Fi space with Airpath and Parsons which rolled out to 40+ airports within 2 years;
- Recast a technology maintenance business, that was spun off to achieve lower cost targets and gain competitiveness;
- Developed partnership strategy with CISCO for interoperability across public safety agencies.

HEALTHWARE SOLUTIONS INTERNATIONAL

BALTIMORE, MD

Manager, Business/Product Development

1999-2000

Start-up SW firm focused on enabling the provision of quality healthcare and cost management

- Product manager for a web-based analytical/decision support software product from functional/technical, marketing and implementation perspectives; Product was based on standard clinical quality measures, diagnoses-related best practices and internally-developed Activity-Based Costing
- Provided product definition while leading the product requirements team and was the market interface with SW development to align product features with customer needs; Product Beta was installed and operating
- Did direct face-to-face marketing at tradeshow and with large or market segment reference customers.

INTEGRATED HEALTH SERVICES, **OWINGS MILLS, MD**
Director, Business Management Systems, Strategy & Development, Outcomes Management 1996-1998
 A \$3.5B vertically integrated healthcare company with 2,000+ locations/facilities;

- Formulated and directed a company-wide effort to ready the company for a new government reimbursement system (PPS). Involved overseeing and directing 44 multi-disciplinary projects involving more than a hundred team members; Considered as the most comprehensive program in the industry (bootlegged by many other companies in the industry).
- Developed unique outcome management system for Sub-acute patient populations which was used to differentiate the offering to drive managed care business with facility performance data.

MANOR HEALTHCARE CORPORATION **SILVER SPRING, MD**
Manager, Market Strategy & Development, Lead Outcomes Management 1993-1996
 A \$2B healthcare company with operations in 30+ States

- Developed pricing strategy which increased customer satisfaction and EBIT by \$3M per year.
- Used internal and external (DRG, Geographic) data to explore horizontal extensions and new services.
- Developed quality and marketing/operations dashboards that tracked geographic market shifts, value of specific customers or types of customers, value (benefit/cost) of internal activities and competitive trends.
- Developed an outcomes management system for therapy patients to satisfy payers' requirements for patient progress measurement.

BARTON-GILLET COMPANY **BALTIMORE, MD**
Assistant VP of Market Research/Analysis 1989-1990

The nation's premier institutional marketing consulting company

- Performed a wide range of secondary and primary market research in support of developing promotional strategies for non-profit institutions, primarily in support of college admissions, university fund raising, and hospital promotion.
- Performed and analyzed overlap analyses that was the basis for competitive positioning of colleges vis-à-vis each other.
- Described competitive environments of a variety of institutions in support of market positioning and re-positioning strategies. Clients included: Johns Hopkins, U of Michigan, Northeastern, Loyola, Empire State College & Others

ENVIRONMENTAL PROTECTION AGENCY, WASHINGTON, DC *Research*
Analyst 1988

Assigned to the "Regulatory Innovation Group" tasked with developing a methodology for understanding why companies do not comply with environmental regulations. Resulted in research-based hypotheses that were subsequently analyzed by permanent staff. Developing a comprehensive database of Environmental Engineering programs and development of ideal curricula that related the multidisciplinary environmental tradeoff-analyses.

CORNELL UNIVERSITY, DEPARTMENT OF PLANT BIOLOGY/BIOCHEMISTRY, ITHACA, NY 1984-1987
Research Analyst

Directed plant biochemistry research focused on understanding the coordination of protein synthesis in developing leaves; Developed enhancement of an "in organello" chloroplast system that allowed for extending the duration of key experiments.

EDUCATION:

Cornell University.....	MBA Quantitative Analysis, Operations and Marketing	1988
Rutgers University.....	Ph.D. Horticulture/Plant Physiology/Biochemistry	1984
Rutgers University.....	MS Horticulture/Plant Physiology	1982
Cornell University.....	BS Plant Breeding/Genetics	1980