

## Contact

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[a2aaab8](#) (LinkedIn)

[www.universityhealthsystem.com](http://www.universityhealthsystem.com)

(Company)

[www.texasrhp6.com](http://www.texasrhp6.com) (Company)

## Top Skills

Physician Relations

Strategic Planning

Strategy

## Certifications

TESOL

# Ted Day

Executive Vice President, Strategic Planning & Business  
Development Driving Growth in Dynamic Markets

San Antonio, Texas, United States

## Summary

I have spent my career in strategic leadership positions within healthcare to make a difference in our communities, transform healthcare, expand access for constituents, and improve quality of care for patients and workplace conditions for physicians.

I began my career at the peer review organization in Colorado, followed by a fulfilling career in various healthcare sectors across several states and in several organizations, equipping me with a rare and unique perspective. I've had the privilege of sitting on various sides of the table, for providers, payers and employers, enabling me to align groups and work toward a win-win solution for everyone-physicians, hospitals, patients, employer groups, and physician hospital organizations (PHOs).

My legacy includes 180-degree turnarounds, strategic business growth, physician recruitment, quality improvement, solutions architect, and creating a continuous improvement mindset across a diverse team with varying cultural backgrounds and disciplines.

I currently serve as an Executive Vice President at University Health, a large and growing academic health center, consistently ranked highly in the region by U.S. News & World Report.

My team and I work tirelessly to advance healthcare through expanding service offerings, securing partnerships with physicians, regional facilities, and employer groups, and implementing new initiatives to facilitate connections with new customers. This includes such supported services to targeted providers as telemedicine and clinic connection support.

## Qualifications:

- Member, Society of Healthcare Strategy & Market Development
- Member, American College of Healthcare Executives

→ MBA, MS in Health Administration

Board Leadership:

→ Member of various boards, two currently

→ Vice Chair, Nominating Committee Chair, Membership Committee

Chair: BioMedSA (currently)

Executive Skill Set:

Integrated Delivery Systems | Employer Healthcare Service

Development | IT Strategy | Medical Group Development/

Leadership | Business Development | Revenue Growth | Healthcare

Consulting | Physician Group Management | Physician Partnership

Development | Health Plan Operations | Network Management |

Network Contracting | Program Development | Business Process

Improvement

AKA: Frederick (Ted) Day

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## Experience

University Health System

11 years 9 months

➤ Executive Vice President-Strategic Planning & Business Development | Partnership Development

April 2016 - Present (8 years 2 months)

San Antonio, Texas Area

“The mission of the University Health System is to promote the good health of the community by providing the highest quality of care to both inpatients and outpatients, by teaching the next generation of health professionals and by supporting research thereby advancing medical knowledge and improving the delivery of patient care.”

Serving as an Executive Vice President at University Health System I have the honor of working with a team of dedicated, value-driven colleagues who share my passion for advancing healthcare as a team. I work in partnership with the President/CEO and other leaders to grow and develop strategies for University Health System.

I have been promoted twice during my tenure for my growth initiatives developed and launched to help our community and stakeholders benefit from everything our advanced medical facility has to offer. I have secured training partnerships which resulted in training for 700+ regional practice managers and staff, as well as provided collaborative partnerships to enhance patient care—helping University Health System maintain its ranking as the top system in the San Antonio area and reputation as one of the most successful hospitals in the state.

Some results of my contributions to University Health System are...

- Volume growth & expansion through development and oversight of the sales team, coordinating marketing strategy execution and partnering with physician organizations and facilities throughout the region.
- Facilitate communication between the state and regional provider entities to ensure provider-initiated project success.

Vice President, then Senior Vice President, Strategic Planning & Business Development  
September 2012 - April 2016 (3 years 8 months)

#### Christus Spohn Health System

➤ Vice President, Strategy & Development  
July 2008 - September 2012 (4 years 3 months)  
San Antonio, Texas Area

My first challenge in this role was to turn around an underperforming revenue cycle. I began where I always begin, with a top-down, thorough assessment of processes and gap analysis. I then went to work streamlining processes and replacing inefficiencies, ultimately realizing success for the organization and earning a promotion to executive leadership.

During my tenure here I wore several hats, growing and leading the employed physician group and serving as the part-time President of Spohn Investment Corporation while overseeing the business development unit as Vice President of Strategy and Development.

Some of my more notable achievements here were...

- Signing multiple specialists through recruitment efforts and completing 4 practice acquisitions. I was a key player during negotiations, establishing rapport and trust with all parties during acquisition efforts.
- Led team of 350 talented individuals across multiple departments while serving as Executive Director of revenue cycle. Together with this team we optimized the revenue-cycle process.
- Led the physician hospital organization (PHO), driving its regional influence and success.

#### Executive Skill Set:

Integrated Delivery Systems | Employer Healthcare Service Development | IT Strategy | Medical Group Development/Leadership | Business Development | Revenue Growth | Healthcare Consulting | Physician Group Management | Physician Partnership Development | Health Plan Operations | Network Management | Network Contracting | Program Development | Business Process Improvement

#### CHRISTUS Health

ED, Revenue Cycle Management, Spohn Health Network  
January 2007 - July 2008 (1 year 7 months)

#### Accretive Health

Multi-Site Director  
2006 - 2007 (1 year)

#### University of Colorado Hospital

Director, Admissions and Patient Financial Services  
2003 - 2006 (3 years)

#### PacifiCare

Director, Network Management and Development  
1998 - 2001 (3 years)

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## Education

University of Colorado Boulder  
Bachelor of Arts - BA, Sociology

University of Colorado at Denver

Master of Business Administration - MBA, Health Administration and Business Administration · (1991 - 1998)

University of Colorado Denver

Master of Science - MS, Hospital and Health Care Facilities Administration/ Management