

## William B. Harrison, P.E.

### Education

University of Florida  
Bachelor of Electrical Engineering  
University of Washington  
Master of Science in Electrical Engineering  
University of Chicago, Executive MBA Program  
Master of Business Administration  
MBA - Health Executive Program  
International Executive Program, Barcelona

### Professional Affiliations

Registered Professional Engineer, State of Georgia  
Institute of Electrical and Electronics Engineers  
Healthcare Financial Management Association  
Healthcare Information and Management Systems Society

### Employment History

|         |   |
|---------|---|
| 1978    | President   |
| Present | Healthcare Systems Advisors, Inc.                             |
| 1991    | Senior Telecommunications Associate                           |
| Present | The Howland Company, Inc.                                     |
| 1986    | Faculty Member & Associate Dean                               |
| 1997    | DeVRY Institute of Technology                                 |
| 1985    | Telecommunications Associate                                  |
| 1986    | Telemanagement, Inc.  |
| 1984    | Marketing Representative                                      |
| 1985    | Health Information Systems, Inc.                              |
| 1980    | Healthcare/Information Systems Consultant                     |
| 1984    | Pannell Kerr Forster  |
| 1978    | Manager, Support/Installation Services                        |
| 1980    | American Medical International, Inc.                          |
| 1977    | Director, Government Programs - Western Region                |
| 1978    | CNA Insurance Company   |
| 1974    | Vice President, Healthcare Data Services                      |
| 1977    | American Valuation Consultants, Inc.                          |
| 1973    | Healthcare/Computer Consultant                                |
| 1974    | Boeing Computer Services, Inc.                                |
| 1971    | Management Scientist  |
| 1973    | State of Illinois - Departments of Mental Health & Public Aid |

1962  
1971

Engineering & Engineering Management Positions  
The Boeing Company

### Summary of Work Experience

Bill Harrison joined The Boeing Company as an engineer in a group that provided test instrumentation systems and support for ground testing of all Boeing's airplanes. He designed and placed in service major computer-based on-line hydraulic/pneumatic/mechanical control and data systems for the 727, 737, 747 and Supersonic Transport programs. He was responsible for the technical studies, overall planning, organizing, staffing, systems analysis, detailed design, development and installation of a complete line of Standard Digital Data Systems. His design projects included the 747 Major Fatigue Test Data and Control System. The group he supervised successfully completed and integrated this system on schedule, without technical problems and with a twelve percent budget under run.

His job with the State of Illinois' Administration was to analyze systems and operational problems in the Illinois and Cook County Public Aid Agencies, and to design and implement solutions to those problems. His projects included design of a management cost system for the Department of Mental Health, a complete systems/management review of the Department of Public Aid's Information & Health Care Claims Processing Systems, and a revamping of the Cook County General Assistance Program resulting in savings of over \$30 million per year.

Part of his assignment in Governor Ogilvie's administration was to improve relations and reimbursement operations between Chicago area hospitals and the State's computerized Medicaid claim processing operations. He analyzed hospital accounts receivable, monitored billing activities and developed systems which reduced processing and claim payment times and improved processing flow in both hospital billing and the Medicaid claim payment functions.

One of his significant accomplishments was the project to develop a statewide Public Aid Users' Manual. This document served to improve provider relations and to assist hospitals and other providers to deal with Medicaid eligibility, billing and payment systems.

As an independent consultant serving hospitals and other health care providers, Mr. Harrison was affiliated with the Consulting Division of Boeing Computer Services, a subsidiary of The Boeing Company. He later joined American Valuation Consultants, where he provided consultation, systems design and data processing services for clients in industry, government and health care institutions. He served as a technical/computer consultant to hospitals, health maintenance organizations (HMOs) and other health care providers to solve reimbursement problems and improve business office operations. He designed and installed electronic billing and reporting systems to serve clinics, HMOs and ancillary services. He provided assistance in the development of automated reporting systems to meet Federal and state regulations.

As Director of Government Programs for CNA Insurance, Mr. Harrison analyzed various state and Federal health care markets and developed options for the expansion of CNA's government claims processing business. He was the primary contact with state agencies prior to and during contract procurement for Medicare, Medicaid, and other health insurance programs. He coordinated the planning, technical analysis, systems design and preparation of CNA's response to RFPs (Requests for Proposal). He organized and staffed the project team which prepared CNA's State of California Medicaid proposal. He provided the primary technical and electronic data processing systems liaison with the EDP subcontractor in Santa Clara, CA.

As Manager, Support/Installation Services, for American Medical International, Bill Harrison led a small team of hospital systems experts. They provided pre-sales & post-sales analysis, design, support and installation of financial and patient accounting systems. His group installed patient accounting, accounts receivable, accounts payable, payroll, general ledger and financial reporting systems in client hospitals.

Working with Pannell Kerr Forster, a large international CPA firm, he provided management and Electronic Data Processing consulting to clients in business, hospitality and healthcare organizations. He conducted operational reviews to determine data processing needs and application systems requirements. He prepared vendor Requests for Proposals, negotiated contracts and selected system hardware and software.

As a senior marketing representative for Health Information Systems, Mr. Harrison provided a comprehensive IBM mainframe-based hospital information system to institutions in eight Southeastern states. He contacted prospective customers to determine their systems needs. He made presentations of HIS and its products to prospects. He

translated the customer's systems & communications requirements to mainframe systems analysts and worked with field personnel during installation of the system.

As a technical consultant with a telecommunications-consulting firm, Mr. Harrison conducted complete, in-depth analyses of systems requirements to obtain efficient and cost effective electronic communications for Telemangement's clients. Clients ranged from small companies to large corporations with widely dispersed locations, and to various governmental agencies. This process included a survey and inventory of existing telecommunications and computer systems, equipment, networks and cabling. He then determined the new system technical configuration, networking, equipment and interfacing specifications.

After an analysis of the client's telecommunications needs, he specified detailed voice/text/data/video communications and processing requirements for network management, shared computer resources and office automation applications. His designs included total information management systems to meet present and future processing and data transmission needs.

He prepared computer and telecommunications planning documents including comprehensive findings, recommendations, and project activities/schedules/costs for recommended approaches. He made final vendor selections and recommendations. He managed system implementation through training and cut-over. He also provided ongoing management and support of systems after cut-over.

Mr. Harrison was a member of the faculty of DeVRY Institute of Technology in the Electronics Engineering Technology and Business Operations Departments. He served for five years as the Evening Program Administrator during his tenure at DeVRY. He taught technical, business and mathematics courses to DeVRY's computer information systems, telecommunications, business and accounting students.

He is a registered Professional Engineer in the State of Georgia. Mr. Harrison is affiliated with The Howland Company, a professional telecommunications consulting engineering firm. He conducts telecommunications engineering studies and consulting engagements for Howland's clients.

In addition to developing business and clinical database systems for Healthcare Systems Advisors' healthcare clients, his current engagements include conducting network planning and selection of distributed computer systems, e-data business & collaboration systems, secure electronic data interchange, document storage/retrieval systems and data security applications for voice/data/image/video transmission over the company Intranet and the Internet for Lockheed Martin Aeronautical Systems Company.

He is a member of the Institute of Electrical & Electronics Engineers. He is Corporate Relations Chair for Region 3 of the IEEE. He is a member of the IEEE Communications Society's GlobeCom/ICC Conference Board (GICB). He is taking a lead role in expanding the GlobeCom/ICC Conferences' offerings by planning and organizing a special program to bring together startup technology companies with venture capital firms and other sources of funds.

He has held various offices and has served as a Director and as Chairman of the Atlanta Section of the IEEE. He was Finance Chairman for AutoTestCon '95, a major automatic test equipment conference held in Atlanta in August 1995. He was Finance Chairman for IEEE's 1998 International Conference on Communications, held jointly in June of 1998, with the telecommunication industry's major equipment trade show, SuperComm 98.

As a member of the Georgia Chapter of the Healthcare Financial Management Association, Mr. Harrison has participated on several committees and conducted studies relating to Electronic Claims Submittal, Electronic Data Interchange and applications of information technology in hospitals and other healthcare organizations. He served as a member of both the Information Technology Management Committee and the Georgia Chapter's Membership Database Committee.

He is an active member of the Healthcare Information and Management Systems Society (HIMSS).

He was a founding member and has served as President of the Atlanta Alumni Club of University of Chicago Graduate School of Business. He has served on its Board of Directors and participates in joint programs with Wharton, Harvard, Duke and other nationally known business schools with alumni clubs in the Atlanta area.