

# DARYL BATEMAN

---

13 Wilson St. ■ Denver, CO 80210 ■ (303) 770-1237 ■ daryl.bateman@msn.com

## CEO / COO / SVP

### BUSINESS DEVELOPMENT & SERVICE OPERATIONS

C-Level Executive and Strategist with extensive experience leading new business development and service operations for high-growth service firms – generating more than \$1 billion in revenue and high profitability. Reorganize and simplify business processes to maximize market share and customer delivery performance for new ventures, mid-market, and national enterprises. Execute business development strategies to penetrate and expand key markets with openings for new billion-dollar market channels. Orchestrate joint ventures, business turnarounds, reorganizations, mergers, acquisitions, and integrations to achieve sustainable, profitable growth.

#### EXECUTIVE LEADERSHIP COMPETENCIES

- Services Operations Management
  - Business Development
  - Team Leadership & Collaboration
  - Mergers, Acquisitions, & Integrations
  - Turnaround / Reorganizations
  - Business Process Reengineering
  - Strategic Joint Venture & Partnerships
  - Strategic Planning & Execution
  - Exceeding Financial Objectives
- 

## PROFESSIONAL EXPERIENCE

### Car Company Denver, CO

2005 – 2008

#### President & Chief Operating Officer

*Startup providing emerging geo-spatial technology platforms supporting wireless and satellite GPS tracking solutions with real-time business intelligence.*

Selected to lead operations for a new business startup from the ground up with accountability for developing and negotiating joint ventures, partnerships, VARs, and strategic alliances. Oversaw all finance functions as well as outsourced arrangements, vendor sourcing and relations, recruitment, sales commission plans, technology deployments, customer service and support, and human resources. Key in structuring, differentiating, and implementing integrated solutions and technology demonstration projects. Established disruptive pricing formulas and models for the company's integrated solution and product lines.

- Sole-source joint-venture contract negotiated with Auto Company and Electronics to set up design and launch of new GPS product to compete with other Auto Company on commercial fleet sales of 500,000 vehicles.
- Strategic partnership established to deploy off-the-shelf technology to monitor and improve driving behaviors while dramatically lowering vehicle carbon dioxide emissions through substantially increased fuel economy – opening new \$100 million market.
- Piloted project to redevelop and implement industry-leading software supporting geo-spatial business intelligence platforms for GPS asset tracking using satellite imagery to unlock market for 150,000 vehicles.
- \$5.5 million in capital funding secured by developing private placement memorandums for multiple financing rounds based on business/technology plans, sales forecasts, and competitive market analysis.
- Joint-venture partnership developed, tapping unmet \$100 million market demand, and initially deployed two customer projects that implemented new vehicle-based, dual-mode satellite and wireless transceivers.

### STRATEGIC COMPANY, Denver, CO

2002 – 2005

#### Managing Partner – Chief Strategist

*Fully retained firm providing strategy, marketing, business/joint-venture development, and turnaround consulting.*

Provided strategic consulting and advisory services for clients across diverse industries. Devised business development strategies for a next-generation, real-time, geo-spatial business intelligence product line.

- Addressing \$1 billion market, co-developed business model and worldwide distribution strategy for senior-centric wireless gateway and health services/concierge product with.

- \$5 million expenses saved by forming strategic venture/alliance with two clients to provide proprietary and internationally sanctioned clinical content support critical to launching senior-centric phone systems in international markets.
- Raised more than \$500,000 in angel funding to market, develop, and launch senior phone distribution concept in the Americas.
- Enabled client to enter European Union market with 15 newly approved products by obtaining import and medical regulatory approvals, solving VAT, and reorganizing European neutraceutical distribution channel and sales process.
- Established new market channel strategy in China with Chinese government, Chinese television shopping network, and an American client to develop and promote new Noni product line to disrupt the \$1 billion Asian market and sell across China.
- Pioneered first-ever national policy and clinical protocols for alternative natural therapies in Germany, enabling a joint venture to create a new €1 billion market distribution channel for these products despite previous exclusion of physicians.
- Raised sales of Latin American neutraceutical distributors 20% in targeted areas by conducting compelling worldwide motivational presentations.

**MEDICAL COMPANY, Aurora, CO****1987 – 2002****Senior Vice President of National Operations (1999 – 2002)**

*Provider and contractor of nationwide paramedic and ambulance services to governments, hospitals, healthcare systems, and health plan providers with 22,000 employees and annual revenues exceeding \$1.3 billion.*

Promoted to manage national service operations that included overseeing process improvements, service contracts, new product and business development, business unit performance and turnarounds, and regional budget reviews. Introduced sophisticated management practices, best-in-class programs, and business processes to enhance quality, service, and net profitability. Standardized contracting processes to improve and maximize margin performance.

- Returned business unit to profitability from \$15 million loss to \$6 million annualized profit by reorganizing, streamlining, and strengthening processes and procedures to create leaner organization positioned for maximum market growth.
- Sourced, negotiated, and closed \$1+ billion during career in multiyear service contracts/renewals by defining, setting, and exceeding national accreditation standards to uniquely differentiate and position firm's paramedic services across key markets.
- Played pivotal role in winning, securing, or retaining \$250 million in annual private medical transportation business nationwide by creating and successfully launching competitor-proof and highly differentiated fully integrated transportation concept with documented 90% on-time performance guarantee.
- \$37 million reversal combined from \$25 million loss to \$12 million profitability by leading successful turnaround and reorganization of four regional management teams affecting operations, marketing, business development, administration, and finance.
- \$50 million in estimated cash flow improvement by unifying and directing multi-regional, cross-functional team to simplify billing processes, medical chart requirements, and workflow plans.
- Created new \$1 billion integrated access management market strategy, which virtually connected nurse triage to 911 centers by negotiating successful joint venture. Concept was deployed nationally in United Kingdom.
- Realized an estimated \$15 million in consolidation savings by providing leadership for national benefits overhaul, consolidation, and rollout.
- Developed new national key performance indicator metrics to improve productivity up to 20% and as much as 33% in target areas.

**Regional President & Chief Executive Officer (1994 – 1999)**

Chosen to lead marketing and all business operations with full P&L responsibility for publicly traded company. Oversaw mergers and acquisitions activity, business integrations, and new product-line development. Established and maintained joint ventures key to identifying and expanding business opportunities. Appointed CEO of the Year in 1994 by the AMR board of directors. Received National EMS Leadership Award for implementing "best-in-class" leadership practices.

- Grew revenues \$84 million with corresponding increase in shareholder value of 156% versus plan by forming partnerships and developing new lines of business to penetrate and expand key markets in 12 states.
- \$5.4 million turnaround in net earnings by initiating comprehensive plan to turn around and improve financial and customer service performance for growing business unit in one year.
- Won first place in nine major award categories for providing best-in-class “Total Patient Care” and community services – gaining local and national media attention while dramatically contributing to contract renewals and business growth.
- \$15 million secured in revenue growth by winning 19 contracts with managed care organizations serving two million members.
- Led 30+ acquisition assessments and several regional integrations/reorganizations as a key executive contributing to growth from \$125 million to \$1.3 billion in revenue in five years.
- 33% market share retained by launching new business models that converted and transitioned competitors into partners.
- Differentiated services to win and retain more than 20 major service contracts representing \$50 million in revenue by instituting world-class quality assurance program with 360 peer reviews, orientation, in-service training, chart audits, field training, customer surveys, and research.
- Radically improved Colorado productivity an average of 33%, and 200% in targeted cases, by instituting system status management scheduling and deployment practices.

**Regional Executive Vice President & Chief Operating Officer (1992 – 1993)**

Led executive team supporting mission-critical field/fleet operations, emergency dispatch, human resources, clinical quality assurance, critical care operations, telecommunications, and marketing functions for \$100 million operation.

- \$50 million in revenue secured by working closely with local governments in Santa Clara, Contra Costa, and Santa Cruz to secure contract renewals through critical merger IPO period.
- Preserved \$50 million in government contracts by successfully negotiating union issues and an integrated master contract that averted a strike and maintained union-free status for several operating units.
- Executive sponsor and co-producer for television series “Paramedics 10-97,” precursor to many reality-based TV series.

Previous Position

**Vice President of Operations – PacMed/SCV Paramedics**, (San Jose, CA; 1987 – 1992)

---

**EDUCATION**

**Norte Dame**, Managerial Marketing Studies  
**Northeastern University**, CEO Leadership Program

**Michigan State University**, Communication Studies  
**University of Arizona**, Executive Management

---

**PROFESSIONAL ACTIVITIES**

**Board Service**

Regional Emergency Services LP  
American Medical Pathways  
Emergency Medical Care Committee – Santa Clara

**Affiliations**

Young Presidents’ Organization (YPO)  
World Presidents’ Organization (WPO)  
American Ambulance Association  
Affiliate Faculty, American Heart Association  
Healthcare Financial Management Association

**Community Service**

Century Health Foundation Board  
ABC Foundation Board  
Providence Health Partners Circle Board  
St. Marc’s Medical Center Foundation Board  
Alexander Economic Development Council