

Graham R. Barnes, BSc (Eng), MBA, FACHE

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Professional Summary

Effective and entrepreneurial CEO of four VC/PE-funded companies, three with successful exits, in healthcare and telecommunications to approx \$20M recurring revenue

Proven ability to lead and grow services businesses to \$50M revenue and recognized for ability to work with a very diverse set of clients and staff

Outstanding skills in strategy development, solution implementation, and effectively motivating teams to meet and exceed goals

- Executive level experience across several hi-tech industries
- Recruited to grow and exit hospital software provider after unsuccessful sale process: grew business over 300% in four years, acquired 2 products and merged with private equity-backed industry leader
- Founded wireless service provider company, and grew to M&A exit with public company
- People-person with strong team-building, motivational and communication skills:
 - Ernst & Young 'Entrepreneur of the Year' finalist
- Hands-on, detail-oriented execution in multiple business disciplines:
 - Management: sales, marketing, service, engineering, operations, finance and staffing
 - Sales: local, regional, national and international; products, services and turnkey systems
 - Engineering: product / systems design, agile development, IT networks & applications
 - Services: implementation, manufacturing, field operations, and customer service
 - Business development, strategic planning, M&A, budgeting, OEMs, distribution and alliances
- Direct and channel sales to acute-care hospitals, LTACHs, SNFs, retail clinics, home health and hospice, SMBs, hi-tech enterprises, carriers, utilities, telcos and government
- Technical expertise and operational capability in a broad spectrum of technologies
- Knowledge of US and international markets
- Start-ups, VC-backed ventures, early stage companies, NASDAQ100, Fortune 500 firms
- Successfully launched multiple product families with dominant market positioning
- Achieved profitable growth to over \$50M annual revenues
- Completed major projects on time and within budget in six countries

Career Experience

HealthWyse, LLC, Wilmington, MA

HealthWyse is an enterprise EMR (electronic medical record) and RCM (revenue cycle management) solution for post-acute home health, hospice and private duty agencies. HealthWyse is a portfolio company of Housatonic Partners, a private equity investment firm headquartered in San Francisco and Boston.

3/14 – Date **CEO**

- CEO of HealthWyse; \$11M revenue, >90% recurring, 80 employees
- Over 100 agencies with 500 office under contract, billing \$800M in claims
- Native app mobile tablet at the point of care, developing SaaS multitenant web-back office and care coordination platform

HealthyCircles (My Telehealth Solutions, LLC.), San Diego, CA

HealthyCircles was a SaaS care coordination platform that embeds a HIPAA-compliant shared personal health record with messaging and care program delivery for ACOs, specialty pharma and home health providers. HealthyCircles investors included Silverstream Capital and BioScrip, Inc. and the company was the first acquisition by Qualcomm Life (as subsidiary of Qualcomm Inc.) in April 2013.

9/12 – 4/13 **CEO**

- CEO of HealthyCircles: company founded in 2009; 35 employees
- Clients included AT&T, CVS, HealthCarePartners, Merck and Walgreens.
- Partners include Accenture, Krames, Philips and Qualcomm

Concerro, Inc., San Diego, CA (now: **API Healthcare, Inc.**)

Concerro was a healthcare Software-as-a-Service (SaaS) vendor company that provided workforce and emergency management software for hundreds of hospitals nationwide. Concerro was acquired by API Healthcare Inc. (backed by private equity firm Francisco Partners) in February 2012, with no transition. Concerro's VC-investors included Kaiser Permanente, Aperture, Himalaya and RK Ventures. The company was previously named BidShift Inc.

9/07 – 2/12 **CEO and President**

- CEO of Concerro, Inc. (60+ employees): delivering real-time staffing, open shift management, total shift management, scheduling, dynamic staffing, acuity, productivity, incentive management, budgeting, position control, and quality improvement for 500 hospitals nationwide
- Won numerous awards and recognition, including being named to the prestigious Inc. 5000 in 2008, 2009 and 2010 as one of the most rapidly growing privately-held companies and Top 100 Software Companies, and receiving Red Herring's 100 most promising private technology ventures in North America and Best of SaaS Showplace (BoSS) awards.
- Acquired CommandAware (incident command) and RES-Q (scheduling and staffing) in 2009.
- Revenues grown 22% CAGR from \$5.5M in 2006 to \$18M in 2011, 87% recurring
- Profitability grown 44% CAGR from -\$1.6M in 2006 to \$3M EBITDA in 2011

Covad Communications Group, San Jose CA (AMEX DVW; **Megapath Inc.** acquired 2010)

Covad was the only nationwide CLEC providing DSL, VoIP and wireless service across 43 states. Post-acquisition transition for 9 months period.

2/06 – 11/06 **Senior Vice President, and General Manager NextWeb Wireless**

- General Manager of Covad's wireless business (60 employees)
- Established partnership with licensed LMDS spectrum holders First Avenue and Nextlink (XO)
- Continuing 30% organic revenue growth, new market entry (Chicago) and new WiMAX services

NextWeb, Inc., Fremont, CA (privately held, VC-funded)

NextWeb was the nation's largest fixed wireless Internet service provider for business.

An Inc.500 company in 2005, NextWeb was funded by Kaiser Permanente, Monet Capital, Saints Capital, Asset Management, Sage Venture Partners and Cedar Grove Investments.

NextWeb operated in California and Nevada and merged with Covad in February 2006.

11/01 – 2/06 **CEO and President**

- Founded in 2001 and grew business from zero revenue to \$10M in 2005
- Achieved #104 position of Inc 500 in 2005 (#8 in telecom)
- Served 3,000 enterprises over 175 cities in Silicon Valley, LA, Orange County and Las Vegas
- Achieved cash flow positive in Sept 2003 and EBITDA positive Dec 2003
- Earned over \$1M EBITDA in 2005
- Completed and integrated 5 acquisition to maximize growth and market opportunities

2/00 – 10/01 **CTO and Founder; Member, Board of Directors**

- Successfully raised approx \$10M venture capital plus debt financing
- Developed outstanding team for engineering, site acquisition, operations and support
- Recognized as the first major provider to successfully deploy 5 GHz unlicensed broadband wireless Internet technologies with licensed microwave core

Western Multiplex Corporation, (now **Proxim**) Sunnyvale , CA

Sold to Glenayre Technologies, Inc. in 4/95 and divested in 11/99 to Ripplewood Holdings.

Issued IPO with \$600M valuation in 4/00. Acquired by **Terabeam, Inc.** NASDAQ: TRBM in 2005.

Proxim is a global manufacturer of end-to-end solutions for broadband wireless networks, from Wi-Fi Mesh and WiMAX, to WLAN and Wireless Backhaul.

11/99 – 1/00 **Senior Vice President of Strategic Operations**

6/98 – 11/99 **Senior Vice President of Marketing, Sales and Service**

1/97 – 6/98 **Vice President of Marketing**

1/92 – 1/97 **Director of Sales and Marketing**

9/92 – 1/93 **Director of Operations (Acting)**

8/89 – 1/92 **Sales and Marketing Manager**

B.L. Inc., San Jose, CA.

Founded company providing product engineering, manufacturing, and marketing consulting services.

10/88 – 8/89 **President**

Harris Corporation, (NYSE: HRS) Melbourne, FL

\$4 Bn manufacturer providing communications products, systems, and services to government and commercial customers (14,000 employees)

- 7/87 – 10/88 **Product Line Manager**, Farinon Division, San Carlos, CA
- 1/85 – 7/87 **Systems Engineering & Customer Service Manager**, Mountain View, CA
- 9/83 – 1/85 **Program Manager, Middle East Programs**, Broadcast Division, Quincy, IL
- 9/81 – 9/83 **Senior Engineer, International Field Service**, Broadcast Division, Quincy, IL
- 9/80 – 9/81 **Engineer, International Field Service**, Broadcast Division, Quincy, IL

Education and Qualifications

- **FACHE (Board-Certified in Healthcare Management)**, [ACHE](#), 2013
- **MBA (Beta Gamma Sigma) Santa Clara University**, CA , 1989
- **B.Sc. (Electrical Engineering) (Honors) Imperial College**, University of London, UK, 1976
- **CCNA (Cisco Certified Network Associate)**, 2003
- **FAA-certified private pilot** (multi-engine, instrument rated)
- **PADI**-certified open water SCUBA diver

Affiliations and Interests

- **Fellow, [ACHE](#) (American College of Healthcare Executives)**
- **Founding Member, Board of Advisors, [Santa Clara University Center for Innovation and Entrepreneurship](#)**
- **Board Member and Juniors President, [San Diego Rowing Club](#) (2012 – 2014)**
- **Board of Trustees, [Sunol Glen Unified School District](#) (2006 – 2010)**
- **Member, [Beta Gamma Sigma](#) Honor Society**
- **Lifetime Member, [Sierra Club](#)**
- **Member, [American Alpine Club](#)**
- **Member, [US Rowing](#), Riverside Boat Club and Cambridge Boat Club**
- **Former member, [Bair Island Aquatic Center](#) (originally Stanford Rowing Club)**
- **Former Board Member, [Save Our Sunol](#)**
- **Former Member, [Jaguar Drivers' Club](#) (1967 E-Type, 2005 XJR)**
- **Experienced rock and ice-climber and mountaineer (US, Alaska, UK and Alps)**