



DR. BURIGARI VASUDEV



27-09-1978



Ph.D_BIO INFORMATICS, STATISTICS
MBA_HEALTHCARE MANAGEMENT
MD_GENERAL MEDICINE
MBBS_ MEDICINE & SURGERY



VISA:

USA
UK
EU
ASIA



City-Hyderabad. State-Telangana. Country-India



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SUMMARY

23+ YEARS TOP LEADER in Healthcare, Hospital, Medicine, Pharma API Drug Discovery R&D, CRO, Clinical Trials I-IV, Medical Devices, Biotech

EXPERT in IT, TES, BPO, CRM, ERP, SaaS, SAP, Oracle, Microsoft Enterprise Salesforce, ECommerce, Outsourcing, On/Offshore 500 FTE's Delivery

EXPERT in Product Engineering, Web, Mobile, Cloud Solutions, Services Digital Transitions, Software Technology, Automation Products, Platforms

US/EU/UK VISA for Sales, Retail, Intl' Business Dev, Marketing, Consulting Business Process Management, Operations, Customer Services, Analytics

EDUCATION

Ph.D (2006–2009) in Bio-Informatics, Statistics, Data Science
University of Pune_Maharashtra

MBA (2004– 2006) in Healthcare Management, International Business
Indian School of Business_ (Top Business School) Hyderabad

MD (2002- 2004) in General Medicine
University of Windsor (USA & Indian Medical Board Certified)

MBBS (1997- 2002) in Bachelor of Medicine & Bachelor of Surgery
University of Windsor (USA & Indian Medical Board Certified)

Intermediate/BPC (1994-1997) in Botany, Zoology, Physics, Chem., French
Loyola Academy_Hyderabad

SSC (1994) - Science, Social Studies, English, Hindi, Telugu, Mathematics
Saint Marks High School_Secunderabad

CAREER

Chief Operations Officer @ Megsan Group	Jan' 2020 – Till Date
Vice President @ Virinchi Group	Mar 2016– Dec 2019
Director @ Sutherland Global/Apollo Health	Jan' 2011–Feb' 2016
Medical Director @ Makrocare	June 2007- Dec'2010
General Manager @Nestle Nutrition/Abbott Health	May 2004- May 2007
Doctor @Nizam's Institute of Medical Sciences	April 2002-April 2004
Clinical Associate @ Saint Joesph Hospital	Mar'1997- Mar'2002

SKILLS

US Health IT Provider, Delivery of Technology Products, Solutions, Services Healthcare Solutions, Hospital Information Management, Tele-Medicine Electronic Health Records (EHR), Epic, Cerner, Allscripts, Meditech, Suvarna EMR, HIPAA, HL7, LIMS, PACS, Mobility, Azure/AWS Cloud Platform Solutions US Health Payer, Insurance, Revenue Cycle, Medicare, Medicaid Billing Med. Claims, ICD-10, Coding, EDI-834, 835, 837, AR Follow-ups, Submissions P&L, EBIDTA, Corporate Strategy, New Market Entry, Generate Revenue Pre-Sales, RFI/RFQ/RFP, Global Business Development, Digital Transitions Handle Operations, Administration, Logistics, Purchase, Supply Chain Drug Discovery, Import & Export of Drug API's, NCE, Pharmacovigilance Clinical Trials Phase I-IV, Epidemiology Studies, Clinical Systems, Services 21CFR Part 11, CDISC, EDC (Medidata RAVE), CTMS, CDMS, STDM, IVR Tech Python, DL, NLP, RPA, Predictive, Time Series Forecasts, Regression Models BigData, Analytics, Artificial Intelligence, Tensor Flow, Machine Learning

CHIEF OPERATIONS OFFICER @ Megsan Group Companies	
https://www.megsanlabs.com/	January 2020 –Till Date US FDA, NABL, DCA, FSSAI, ICMR Approved
<ul style="list-style-type: none"> P&L,EBITDA, Sales, Business Development, Handle Operations, Manage Pharmacy, New Clinics, Diagnostic Centres Develop Healthcare Solutioning, Customer Engagement, Monitor Centre's Performance Expenditure/Profitability E Pharmacy, Digital Transformation, Patient Portal, Healthcare IoT, Content Solutions, Mobile Health Management Partner with Business Stakeholders, Client Service Strategies, Improve Customer Service,Overall Risk Management Design Corporate Strategy, Revenue Growth via RFI/RFP/RFQ, Manage On/Off Shore Delivery, Digital Transitions 	
VICE PRESEIDENT @ Virinchi Group Companies	
https://www.virinchi.com/	March 2016 –December 2019 CMMI 3, DCA, NABH, DNB, NABL, ICMR Approved
<ul style="list-style-type: none"> P&L, Business Dev, Sales, HIMs, EHR, TeleHealth, Mother & Child Screening, Early Disease Detection/Management Healthcare Solutions, Lead RFI/RFP/RFQ, Develop BPM Models, Analyze, Measure, Improve, Optimize, Automation Operations, Administration, Handling Domestic & International Patients, HNI Customers, Big IT Corporates, TPA's Promote Cash Business , Doctor Referrals, Fee for Service, Trade Marketing, Arogyasree, PSU Sector Employees PreSales, End to End RFI/RFP, Solution Design&Engineering, Finalise SOW, On/Off Shore 500 FTE's Delivery Mgmt. 	
DIRECTOR @ Sutherland Global (Apollo Health Acquisition)	
https://www.sutherlandglobal.com/	January 2011– February 2016 CMMI 5, NMSDC, HIPAA, PCI DSS, OHSAS 18001
<ul style="list-style-type: none"> Pre- Sales, Lead End to End RFP/RFI/RFQ, Grow Market Share, Handle On/Off Shore 500 FTE's Delivery Mgmt. BPM Suite- Process Engine, Business Analytics, Content Management, Collaboration Tools, Work Flow Management US Provider- Healthcare IT, HIS, Clinical Decision Systems, Continuum of Care, Physician Practice Management US Payer- Insurance, Revenue Cycle , Claims, ICD-10 Medical Coding, Billing, Submissions & Denials Management Collaborate Multiple Client Service Delivery, Global Shared Services, Analytics, Process Excellence,Drive Operations 	
MEDICAL DIRECTOR @ Makrocare Private Limited	
https://www.makrocare.com/	June 2007– December 2010 ISO: 9001 (QMS), ISO: 27001 (ISMS) 14155 (Med. Device)
<ul style="list-style-type: none"> Bid for Domestic/Global Proposals of Pharma, Medical Devices, Develop Strategies, Revenue Growth, Market Entry Business Process Management, Design, Execute, Measure, Monitor, Control Automated & Non-Automate Processes Import/Export Drug API's, NCE's. Handle Medical Devices, Pharma R&D, Generics, Vaccines, Tablets, Formulations Revenue Growth via RFI/RFP/RFQ, Clinical Research Activities, Clinical Trials PhaseI -IV, Clinical Data Management Primary/Secondary Market Research, Competitive Intelligence, Analytics via Research Tools, Techniques, Datasets 	
GENERAL MANAGER @ Nestle Nutrition (Abbott Healthcare Acquisition)	
https://www.nestle.in/	May 2004- May 2007 NSECODE: NESTLEINDEQ, BSECODE: 500790
<ul style="list-style-type: none"> P&L, Sales, Business Development, Nutrition, OTC Product Activation, Manage Retail, Go-To-Market Strategies Achieve Revenue/EBITDA, Corporate Strategies, Key Account Management, Branding, Campaign Management Oversee Sales, Develop Liaison with Key Opinion Leaders in Government Organisations DCGI, NIN, BIS, FSSAI Branding & Awareness, Scientific Literature Review, Field Training, New Product Launch, Promotional Activities 	
RESIDENT DOCTOR @ Nizam's Institute of Medical Sciences	
https://www.nims.edu.in/	April 2002- April 2004 MCI Recognized State Government Hospital
<ul style="list-style-type: none"> Provide Care to Patients in Hospital, Outpatient Clinics, Admit Care Patients followed by Clinical Investigations Examine Patients, Review Medical History, Diagnose Illnesses or Injuries, Administer Medical/Surgical Treatment Provide Pre-& Post-Operative care, Monitor Medication, Planning Treatment Guideline, National/International CMEs 	
CLINICAL ASSOCIATE @ JNF Hospital	
https://www.historickitts.kn/places/jnf-hospital	March 1997- March 2002 US Virgin Islands Private Hospital
<ul style="list-style-type: none"> Development of Clinical Study Documents, Investigator Brochures, Clinical Data Management, Clinical Systems Management of CRO's, Monitor Vendors, Facilitate Clinical Studies, Scientific Literature Review, Medical Liaisoning Monitor Patient Recruitment, Retention, Ensuring Integrity & Quality of Data Collected in Sponsored Clinical Trails 	
KEY COMPETENCIES:	
Operations Management	
Strong Leadership, Excellent Communication Skills, Measure Performance Metrics, Design Process Improvements Customer Satisfaction, Strategic Thinking, Business Intelligence, Influencing & Negotiating, Change Management	
Project Management	
Productivity Analysis, PMP Tools, Flow Charts, Negotiating Contracts, Forming Alliances, Strategic Partnerships Inputs to - R&D, Manufacturing, Supply Chain, Budgeting, Cost Controls, Statutory Compliance (Taxes/ Duties/Audits)	
Quality Management	
Quality System Regulation-ISO 13485, Operational Efficiency, Employee Management, Achieve SLA's, KPI's Delivery SDLC Lifecycle, Waterfall, Agile/Scrum Delivery Models, Implement Quality Improvements (Six Sigma/TQM/Green Belt)	