

## MEET THE TEAM

### | Erik Scott, *Chief Executive Officer*



*"We treat every opportunity to work with our Clients as a partnership, and we make it our mission to create sustainable solutions that leave you with the knowledge and skills needed to continue making progress long after we leave."*

#### *Erik's Expertise...*

Erik brings a wealth of experience with an outstanding track record as an executive who has held a wide range of operational and strategic roles. Throughout his career Erik has helped organizations identify, evaluate and capitalize on market opportunities. His expertise in business, market and concept development, strategic and financial leadership, partnership development and negotiation has been complementary to his own personal goal of improving the lives of the communities in which he operates in.

### PROFESSIONAL EXPERIENCE:

Erik was previously the CEO and Founder of HealthZooks!, providing telehealth and digital health management tools to rural low-income communities. The companies pilot programs delivered meaningful health improvement outcomes in underserved communities and deployed a technology platform that changed behaviors before unnecessary procedures and hospitalizations were required. Prior to HealthZooks! Erik's most recent experience was in the commercialization of products and services for both B2B and B2C applications for Sodexo's \$4B Healthcare organization. Erik played an instrumental role in the evaluation and execution of acquisitions, equity & non-equity partnerships, VC/PE relationships, public/private joint ventures, and structuring in-house development. Previous, Erik led the development of a high-tech incubation group in Silicon Valley. Erik has a master's degree in Finance and Economics.

### RECENT SUCCESSES:

- Contract renegotiation and consolidation of services at a large academic medical health system in northeast resulting in savings of \$4.5M annually
- Led the monetization strategy of laundry assets for a mid-west health system resulting in \$5.5M in upfront consideration and \$1M in projected annualized savings for the following 5 years
- Development of web-based technology solutions that are client-centric to facilitate sustainable results post-implementation
- Development of a comprehensive retail strategy for a small health system in southern California inclusive of Outpatient Pharmacies, Meds-to-Beds, Optical Solutions, Cancer Boutiques, Health & Wellness Retail, DME, Convenience, and Dining

### RECOGNITIONS

**Most Meaningful Impact Award & Partner of the Year – Clinton Health Matters Initiative**

**Prior Speaker at AHRMM, HIMMS, National Investment Center Conference, Health Care World Congress, ICSC RECon, CCIM Global, and Mortgage Bankers Association.**

### SORiant RESULTS

**Average VS Projected**

**112%**

*Savings Per Project*

**Annual Return on Investment**

**386%**



Reach out to one of our *trusted advisors* today to discuss defining and implementing tailored solutions to match your unique strategic objectives and improve both *operational and financial performance*:

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