

Michael Grace is an innovative technology leader who speaks about how businesses can achieve a transformation by leveraging technology. Several companies have called him a “unicorn” due to his ability to understand the business issue and solve it in partnership with the customer leveraging the latest technology and process enhancements. Michael is currently CEO of his own consulting company, Gravmetric specializing in transformation, enterprise resource planning software (ERP) and robotic process automation (RPA). He has created the personal brand *Tech Pro Unicorn*, where he regularly publishes blog posts on technology and other topics.

Michael has a history blending IT leadership, consulting, and innovation with a fierce determination to solve the root customer issues in a variety of industries. He has worked extensively in healthcare as well as finance, gaming and retail industries. He has worked for a variety of leading companies to include Dignity Health, Cancer Treatment Centers of America, Phoenix Children’s Hospital, The Revere Group, Moss Adams, BearingPoint, Deloitte and The Federal Reserve Bank of San Francisco.

Michael is very passionate about listening intensely to the customer and only once the problem is understood, does he collaborate on the process improvement empowered by technology. This blend of customer focus, innovation, business process and technology are what makes him so unique, thus a unicorn.

When not working, Michael enjoys his family. His wife Jennifer, mother Yvonne, 4 boys, 1 daughter, a dog, and a cat. His hobbies include cycling, cooking, keto lifestyle, reading, music, owning a DJ company and enjoying time with friends.

His career history and achievements are chronicled below:

Dignity Health

Senior Director – Non-Clinical Applications and Strategic Innovation Advisor

Led strategy and operations non clinical applications to include Infor ERP, iCIMS, etc. Started Collaboration Applications and Intelligent Automation teams. Managed a budget over \$14M remaining on budget and delivering over \$10M annually in capital projects. Managed a team of over 75 people with near zero turnover.

- Started the Intelligent Automation practice focused on RPA (Blue Prism) and clinical transformation with technologies. This leveraged Salesforce as a platform and included custom application development.
- Created the Collaboration and Communication team leveraging Cisco products such as WebEx Teams Spark boards, to reduce travel, and improve collaboration across the enterprise.
- Developed an enterprise employee connectivity strategy including a new intranet, a path to Microsoft O365 and associated business case and ROI documents related to the effort.
- Led the application development function refocusing the team on a hybrid strategy to leverage cloud platforms such as BOX and Azure.
- Devised an ERP strategy to consolidate two large enterprises (Dignity Health and CHI) onto a unified platform, including an ROI of over \$100M in savings leveraging modern ERP technology.

- Partnered to create an Application Lifecycle Management function leveraging Planview and integrating to resources, budgeting and key customer metrics.
- Implemented governance structure for prioritization and issue escalation as well as complex change management.
- Fostered strong vendor relationships that led to savings on key contracts over \$500,000 annually.
- Won the Humankindness Steward Award in 2016, presented in Las Vegas, NV.

Cancer Treatment Centers of America

Director of Information Systems

Directed the business applications portfolio across a 5-hospital system. Maintained a team of application analysts that both supported the applications and delivered key projects. Managed and adhered to a budget of over \$5M.

- Collaborated with accounting, HR and Materials Management to plan, develop and implement system upgrades and new installs, and in addition, with new colleagues to review market information and competitive strategies.
- Created Application strategy for Infor ERP and Workday
- Performed market research to learn of current trends and properly execute strategy activities.
- Created an ERP consolidation strategy to leverage a single ERP instance.
- Led the IT team in a corporate tax reorganization effort.

Phoenix Children's Hospital

Manager of Administrative and Business Systems

Assisted with the development of the PMO organization and hired specific project management talent. Led a team of developers and application analysts to support the portfolio of systems.

- Implemented new PPM system, Concerro and nurse scheduling system, establishing performance targets for staff; monitored and evaluated results.
- Implemented application support system that bridged lack of coverage resulting in a reduced risk for the organization.
- Designed, implemented and supported a custom GUI for HR, requisitions, and personnel action forms.

The Revere Group

Senior Functional Specialist

Led the Southwest in developing new client base, building relationships and serving a variety of clients. Met all sales goals annually as well as delivery responsibilities. Led upgrades, provided quality assurance and project management to healthcare and insurance clients, such as West Virginia University Health System, Children's Hospital of Central California, Marshfield Clinic, University of Colorado Hospital, and Liberty Mutual.

- Acted as quality assurance role over large children's hospital Lawson implementation of Infor totaling \$4M.
- Lead Project Manager of HR implementation and Global HR and Talent Management implementation at academic medical center totaling over \$3M.
- Managed Infor financials implementations on version 9.0.1 and acted as Finance SME for enterprise in healthcare.

Moss Adams LLP

Senior Manager

Created regional strategic plan involving sales forecast, utilization goals, target clients, competitive analysis, and regional strategy for firm. Established project management methodology. Provided IT Audit services for healthcare companies focusing on SOX and ITGC. Created complex organizational IT strategic plan.

- Met aggressive sales and delivery goals in newly created healthcare advisory practice.
- Provided QA role over large children's hospital Infor implementation of \$3M.
- Delivered complex IT Strategic plans for several healthcare customers.
- Led healthcare consulting practice in Southwest.

BearingPoint Inc

Manager

Advising and oversight of Infor ERP implementations. Implemented complex communication plan across rural locations to facilitate change management and buy in. Managed facility implementation teams in a nationwide deployment. Conducted town hall and communication workshops. Managed change management process for distributed facilities at all levels for finance implementation. Interfaced with C level executive team on progress and strategy.

Clients: Sisters of Mercy Systems, Mohawk Valley Network, Regina Qu Appelle Health Region, National Financial Partners and University of Miami Medical Center

- Produced over \$500,000 a year in sales and billable revenue.
- Managed and developed testing approach for integrated conference room pilot
- Developed complex IT strategic plan for health care customer.
- Created detailed training approach for over 500 participants.
- Designed integrated chart of accounts and led implementation of Lawson financial modules and MHC.
- Developed MIS strategic plan for integrating systems and services to reduce redundancy and increase integration, includes executive level interviews, observing operations, developing needs assessment and strategic planning.

Deloitte Consulting

Manager

Software selection responsibilities, pursuit and proposal activities, managing a financial team, developing complex work plans showing integration with HR, Payroll and Supply Chain. Provide quality assurance on key projects. Managed team of remote consultants and matrix project resources.

Clients: Seattle Children's Hospital, The Palace Gaming Center, Table Mountain, Hot Topic Inc., Safeway Inc.

- Produced over \$500,000 a year in sales and billable revenue.
- Developed regional strategic plan.
- Leader of healthcare information technology practice and member of healthcare executive committee.
- Implemented full suite of Lawson products.
- Project lead for Lawson financial system implementation.
- Designed Bottomline payment implementation for complex high-volume environment.

Federal Reserve Bank

Accounts Payable Supervisor

Supervised accounts payable department in a consolidated environment.

- Participated in the implementation of Lawson financial ERP system.
- Performed financial audits, reviews and compilations.
- Successfully developed payment technology roll out increasing ACH payments to 70%.
- Developed staff and participated in executive leadership program.

Michael holds an MBA from Arizona State University and a B.S. from San Francisco State University. He is a member of PMI, HIMSS, SIM and has sat on several boards.