



## PHIL DALTON

Director of Hospital & Physician Ventures | MARCH HEALTHCARE DEVELOPMENT, LLC

Phil Dalton has over 25 years of experience in health care strategy, planning, business development, marketing, policy and planning. He has developed strategic, facility, business and marketing plans for clients including health systems, hospitals, outpatient centers, physician groups, HMOs, joint ventures and other health related businesses. Mr. Dalton has frequently evaluated hospital acquisitions and sales for client hospitals and the California and Oregon Attorney Generals' Office. He frequently advises on complicated issues associated with physician-hospital integration and evolving health care business models. He has spoken frequently at national and regional conferences and authored numerous articles for healthcare related publications. He founded Medical Development Specialists LLC. ("MDS"), a national healthcare consulting company, which has grown to three offices, located in Torrance and Costa Mesa, California and Overland Park, Kansas.

### EDUCATION

MS, Health Policy and Management  
Harvard University

Masters in Public Health  
University of Minnesota

### PROFESSIONAL EXPERIENCE:

*President and CEO*  
Medical Development Specialists

*Director of Hospital & Physician Ventures*  
*March HealthCare Development, LLC*

### EXPERIENCE:

Mr. Dalton's previous experience includes executive positions with other major national consulting firms and health systems, Including:

- Vice President for The Camden Group
- Western Region Practice Leader for Provider Consulting for Watson Wyatt Worldwide
- Vice President for Strategic Planning and Marketing for St. Joseph Hospital
- President of Riverside Community Ventures Corp.
- Vice President for Planning and Marketing at Riverside Community Hospital
- Director of Planning for Community Hospitals of Central California
- Regional Services Coordinator for Kaiser Permanente

Speaker at various healthcare conferences:  
Hospital Association of Southern California  
American College of Healthcare Executives  
Physician Strategies Summit  
Healthcare Financial Management Association