

# David E. Wood

## President and Senior Partner – The ChinaCare Group



### Summary

David Wood has over 30-years of hospital administration and healthcare consulting experience, both in the United States and internationally. In the United States, he has served in senior management positions with the University of California hospital system as assistant director, the University of Colorado Hospitals as chief financial officer and director of hospital operations and the Sydney Kimmel Cancer Research Center as senior vice president. Internationally, he has served the Shakut Khanum Cancer Hospital and Research Center in Pakistan as president. In China, he has served the United Family Hospitals as chief executive officer, the New Century International Children's Hospital as chief executive officer, New Century Women's and Children's Hospital as chief executive officer as well as others under short-term management contracts. He has also served as country director, healthcare consulting, for China and Hong Kong with Pricewaterhouse Coopers. As senior partner of The ChinaCare Group, his consulting work has included assisting clients in a variety of engagements internationally including the United States, China, Germany, Malaysia, Vietnam, Greece, Austria, Ukraine, England, Canada and Gambia. However, his primary focus has been in China where he has assisted clients in engagements involving China market entry and strategic development, market research and feasibility studies, operational efficiencies including staffing, marketing, work flow analyses and medical staff development and due diligence reviews for financing and acquisition purposes. For additional information, see the company's website at [www.chinacaregroup.com](http://www.chinacaregroup.com).

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### Clients Served

- Ministry of Health (China)
- Ministry of Health (Korea)
- Siemens Project Ventures
- Bumrungrad International Hospital
- People's Liberation Army Hospitals
- Peking University International Hospital
- Sino-German Friendship Hospital
- New Century International Children's Hospital

### Key Project Experience

#### China, Pakistan and Vietnam: Hospital Development Activities

Complete responsibility for oversight of the planning, design, construction and opening of hospitals to include all space planning, operational planning, strategic planning, financial forecasting, equipment and facility planning, work flow development, IT master plan and implementation, strategic and operational budgeting, development of staffing plan including all job descriptions and hiring of initial staff, governance issues and initial strategic marketing activities.

#### China, Thailand: Strategic Market Entry

Assisted numerous healthcare companies including hospitals, clinics, insurance, medical device and biotechnology companies in market entry activities. Specific activities included validation of business model through focus group surveys, interviews, statistical analysis and business model research; development of business strategy recommendations, distribution options, projection of financial activity including full feasibility studies and recommendations for marketing and sales campaigns.

#### China: Due Diligence Reviews

Provided due diligence reviews and financial feasibility assessments of healthcare ventures in China for banks, leasing institutions and venture capital firms. The scope of the reviews included market analysis, demand and supply assessment, evaluation of management teams, viability and accuracy of financial forecasts, strategic analysis and determination of appropriateness of scope of service.