

# Dennis A Sokol

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## EXECUTIVE MANAGEMENT

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- **International Business Development • Healthcare Industry Executive •**
- **Educator, Globalization & Management •**

## SENIOR EXECUTIVE ACCOMPLISHMENTS

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- Founder, Developer & Manager of Multinational Global Organizations
- Healthcare Provider, Developer of International Healthcare Delivery Systems & Contract Services
- International Market Development Capital Acquisition M&A Divestitures
- Corporate Reengineering Strategic Analysis & Planning
- Renowned leader and innovator of private Western-style healthcare organizations and options around the world, from the US to Panama, the former USSR, its republics, and Beijing, China.
- Published on diverse business subjects in *The New York Times*, *Wall Street Journal*, *Washington Post*, *Time magazine*, *Business Week*, *USSR Business As Usual*, *Moscow Times*, *Moscow Magazine* & *The American-Soviet Consortium*.
- Sought out by major educational institutions, media, governments, ministries of health and esteemed public and private officials for advice on diverse international business matters and issues. Served on numerous panels detailing the former Soviet Union: one sponsored by *Business Week*, another at the invitation of former Secretary of State George Schultz, Stanford University on the break-up of the USSR, and on Emerging Markets.
- In 2004, recruited from the office of Donald Rumsfeld, Secretary of Defense to develop, and chair the new Iraq-US Business Council, which would be similarly to the US Russian Business Council. I was one of the founding directors.
  - During the development of this Council on a number of occasions, I was interviewed what was called “The Iraq Series on Business opportunities” and the Middle East issues for National Public Radio, 2004. Boston University, NPR
- Extensive expertise as a researcher and consultant on expanding consumer access through the merger of public and private healthcare systems, development of commercial Greenfield organizations, pioneer in exporting the U.S. medical delivery system into new global markets, selected professional affiliations.
- Board Member, the Harvey Cushing Neurosurgery Council, Yale University School of Medicine, Department of Neurosurgery, 2005
- Board Member, Advisory Board of Thunderbird American Graduate School of International Management.
- Board Member, MI Group, Northwest Capital & Trust,
- Chairman Hospital Holdings Group, (Former division of Hospital Corporation of America).
- Founding Director, 1993-Present, US-Russian Business Council, Washington, DC, working with Ambassador Robert Strauss, Esq., along with Co-Founders R. Dearstein (Johnson & Johnson) and Neville Isdell (Coca Cola)
- Chairman, Executive Committee/Founding Director, 2000-Present, US- Iraq Business Alliance, Washington, DC
- Director, US-USSR Trade & Economic Council, 1985-1993
- Chairman CEO, Hospital Corporation International, PLC, UK Stock Exchange. Director,
- W Canning PLC, UK Stock Exchange

## ACADEMIC INSTRUCTION EXPERIENCE

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### 2005-2009

- Clinical Professor, Executive in residence John F. Welch College of Business, Sacred Heart University, Fairfield, Ct.
  - Awarded Bridge Program, University of Southern California. Sponsored AACSB, Professional Qualified Professor program, certified AACSB 2007.
  - Professor, Graduate and Undergraduate Fairfield Campus, and Luxemburg Entrepreneurship, competed at State of Connecticut State Champions on new Business Plans, beat Yale two years in a row.
  - Other courses: International Management, Organization Management.
  - Special #299 new course “Financial Planning, Evaluation and Interpretation for the Executive”, new course designed by the undersigned and Dr. Ben Boyer, Chairman of the Accounting Department. Co-taught by Dr Ben Boyer and the undersigned to undergraduate students at the senior level.
  - Raised funds and the development of in-process development of the John F Welch Global Institute of Entrepreneurship.

### September 2003-December 2004

- Adjunct Professor at the University of Maine College of Business, Public Policy, and Health, Orono, Maine;
  - As adjunct Professor conducted classes in International Business (Globalization) BUA 325, and Graduate Class BUA 645 Consulting Strategy, September 2003 to December 2004.

### 1979-1980

- Adjunct Professor, 1979-1980, Farleigh Dickinson University, New Jersey, Graduate Economics. “European Common Market from a perspective”.

## CORPORATE EXPERIENCE

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- Chairman of the Board, Hospital Corporation International S.A, 1990-Present
- Chairman, CEO FMG (NYSE) 1995 -2002
- Founded First Medical Group (FMG), 1995 – 2002, through a merger of AMC and Med Exec, a provider of managed care centers in: FL; MI; IL; TX, with over 35,000 managed care lives and members from Humana Corporation (HMO) and international medical centers.
  - As an operating partner of HUMANA Corporation (NYSE), including outpatient and ancillary services, FMG-owned and operated healthcare facilities throughout Texas, Florida and the Midwest, various centers in Eastern and Central Europe, and a healthcare (Hospital) management and consulting group in New York City; FMG had annual consolidated revenues in 2000 exceeding \$100 million USD.
  - Took FMG public (NYSE) in 2002: after the sale of the HMO managed care business to a public company in Florida, assembled a group of investors and re-purchased the American Medical Center Assets Business in Eastern and Central Europe, operating under the trademark name of American Hospital Group and American Medical Centers.
  - AMC operates today in Russia, Poland, Czech Republic, Ukraine, Panama, and other central Asian markets and employs over 1,500 people, providing American Medical Delivery System within both the Ambulatory and Non-Ambulatory.

- Chairman of the Board, CEO 1989-2000 HOSPITAL CORPORATION INTERNATIONAL (HCI) PLC (LSE) London, UK, Stamford CT.
  - Nashville, TN 1989 – 1995 Former International Division of Hospital Corporation of America (HCA).
  - New concept in private healthcare in the United Kingdom in 1991 through the development and creation of 13 new private hospitals located on the grounds of the National Healthcare Trusts in the UK.
  - As lead investor, purchased the international division of Hospital Corporation of America (HCA) with the existing Management Group and renamed it Hospital Corporation International (HCI). HCI owned and managed hospitals throughout the world, including operations in Italy, Brazil, UK, Portugal, Australia, Singapore, Saudi Arabia, and Latin America. In 1991 HCI became HCI PLC, a British public company listed on the London Stock Exchange with the acquisition of Bioplan Group PLC.
  - Spearheaded the development of these facilities, which became models of joint projects between the National Health Service (NHS)(public healthcare and private healthcare) and represent a model now studied globally in a way to integrate the state, public, and private health sectors.
  - Provided a successful bridge from public to private care on the same campus; the operation was approved by the UK Secretary of State for Health.
  - Led HCI to become the first private provider of medical care in the Soviet Union/Russian Federation through the development of the business model entitled “American Medical Centers” in Moscow, St Petersburg, and Kiev ([www.amcentes.com](http://www.amcentes.com)), later known as the American Hospital of Moscow.
  - Established the first private medical provider of healthcare in the former Soviet Union, Russia, Ukraine, Kazakhstan through the subsidiary of American Medical Centers (AMC), the first private poly clinic provider in Poland and Czech Republic in 1991 through direct negotiations with the then-Soviet government, including the President/Secretary General Gorbachev and Minister of Health Chazov.
  - Co-partnered AMC with SOS Corporation to found and develop the American Medical Center
  - Provided a successful bridge from public to private care on the same campus; the operation was approved by the UK Secretary of State for Health.
  - Led HCI to become the first private provider of medical care in the Soviet Union/Russian Federation through the development of the business model entitled “American Medical Centers” in Moscow and St Petersburg and Kiev ([www.amcentes.com](http://www.amcentes.com)), later known as the American Hospital of Moscow.
  - Co-partnered AMC with SOS Corporation to found and develop the American Medical Center, Beijing, China.
- CEO, founding Director ASC (Served this not-for-profit organization while serving CEO, Chairman of MEDSERV Corporation)
- AMERICAN SOVIET CONSORTIUM (ASC), Stamford, CT. Moscow, Russia 1988 – 1991
  - The AMERICAN SOVIET CONSORTIUM pre-break-up of the USSR was one of the most significant and accomplished non-profit trade consortiums in the history of American-Soviet Relations, a true western commercial enterprise in the Soviet Union, representing billions of dollars in combined revenues.
  - Co-Founder & President; Co-directed the implementation of this organization, along with the Chairman of Pfizer International, Mr. Barry MacTagerete.
  - Its members and respective Board Members were the CEOs and Chairmen of the member organizations, multinationals including Pfizer Corporation, Hewlett Packard, Amoco Oil Corporation, Chrysler Corporation, and Abbott Laboratories, Federal Express, Colgate-Palmolive, Hospital Corporation International.

- Served as chief executive and key executive representing American Corporate interests in developing beach head markets in the CIS, and former Soviet Union. The above members represented the largest consortium of American companies that have resulted today is primary corporate players in the former Soviet Union, Russia, and the CIS.
  - Amoco merging with BP has become one of the major energy partners in the globe through its original Russian connection with the consortium.
  - Played a major role, with major success in leadership role as well as coaching colleagues in entering the new Eastern frontier of emerging market economies.
  - Developed the former Soviet Union Consortium with the assistance and collaboration of then-President Mikhail Gorbachev, and Director of Ministries of Foreign Affairs, Arcadi Voleski; today a Senior Economic & Industrial Advisor to President Vladimir Putin and Chairman of the Industrial Union of Russian Entrepreneurs.
- Chairman, CEO, MEDSERV Corporation, Stamford, CT 1981 – 1988, International provider of healthcare services with three major divisions detailed below.

Founder, Chairman and CEO.

- Directed and coordinated the development of MEDSERVE, Manager and operator of three major healthcare sectors. PRIMEDICA, a major provider of Cardio-Pulmonary Services through its newly-named Primedica Division, formed originally as a Respiratory Cardio-Pulmonary Therapy Contract group part of the American Medical International, (NYSE). DENTAL PROSTHETIC GROUP (DPG), largest owner of Dental laboratories in the USA, Latin America, and Western Europe.
- Raised \$100 million, for the acquisition of MEDSERV, with Shearson Lehman Brothers and Acadia Group, making MEDSERV the largest provider of home care operations in the US.
- Further acquisitions included Ford Motor Credits Crest Medical, a California-based medical home care provider and HMO, and the Homecare Division of Beverly Enterprises.
- Developed and established the first dental filling material (composite) factory and distribution centers for the USSR in Ukraine, the largest dental products organization in the CIS today.
- The venture was a joint venture with the USSR Ministry of Health, working with Deputy Minister V.V Gromyko; sold in 1990 to Dentsply Corporation International, York, PA.
- Grew the company to a nationally-renowned leading provider of High Technical Medical Hospital Contract services to hospitals throughout the world. Primedica had in excess of 300+ national and international hospital contracts.

Directed the development of the group through both internal and external growth that leads to the establishment of three business groups:

- PRIMEDICA (Former ITS Group) through acquisition from AMERICAN MEDICAL INTERNATIONAL, INC (NYSE)
  - DENTAL PROSTHETIC GROUP (DLG), through major acquisitions and internal growth, specifically through the acquisition of SYBRON Corporation (NYSE), American Hospital Corporation's (NYSE) Baxter Dental Group, and IPCO Dental Group (NYSE); DLG became one of the largest dental laboratory organizations in the US and Europe.
  - MEDVET Group, a leader in veterinary testing, diagnostics, and pathology with operations in NYC, Michigan and Texas.
- 1974 -1981 Various management positions:
    - Director of Marketing, Healthcare Division, Chemed; Veratex Corporation, part of W.R Grace Corporation (NYSE).
    - Director of Marketing, Dental Group, Oratec Division of American Hospital Supply, part of Baxter Corporation (NYSE) and the Howmedica Prosthetic Division of Pfizer Corporation (NYSE), Codesco Corporation, a division of IU International (NYSE)
      - US Army, Non-Commissioned Officer, 1964 – 1967, Europe, Eastern Eurasia, Middle East.

## EDUCATION

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- Masters in International Management & Finance, Thunderbird American Graduate School of International Management, Glendale, AZ; December 1974
- BS, Finance, Arizona State University, Tempe, AZ; December 1972
- Bridge Program AACSB, University of Southern California, Certificate 2007

## PROFESSIONAL AFFILIATIONS

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- Professor, John F Welch College of Business, Sacred Heart University, Fairfield, Ct.
- Professor, Management, Globalization, University of Maine, College of Business and Public Policy and Health and consulting at the Graduate School, Orono, Maine 2003,2004.
- Lecturer, Farleigh Dickinson University, Teaneck, NJ; 1980
- Stanford University, Palo Alto, California, Symposium participant, sponsored by Former Secretary of State Secretary George Schultz, 1990.
- Chairman, Non Executive, MD Abroad Limited S.A. 2004, 2005.
- Healthcare Consulting, Arthur D. Little, 1971.
- Vice Chairman, Non-Executive, 1995-Present, Alistagen Corporation ([www.alistagen.com](http://www.alistagen.com)).
- President, American Soviet Consortium, Moscow, Russia, New York City, USA 1988-1993. Members: Hewlett Packard, Amoco Oil, Colgate Palmolive, Pfizer, Chrysler Corporation, Federal Express, HCA International, Abbott Laboratories.
- Founding Director, CIS Foundation Business Organization, 1994-Present.
- Director, Northwest Capital & Trust Company, 1999-Present.
- Founding Director, US RUSSIA BUSINESS COUNCIL [www.usrbc.org](http://www.usrbc.org)
- Director, US Iraq Business Alliance, Washington, DC, 1992.
- Founding Member and Director American Chamber of Commerce, Moscow, Russia, AMCHM Moscow.
- President & CEO, American-Soviet Medical Consortium, 1986-1993.
- Director, Chairman MI Group, Venture Capital Group.
- Chairman, W Canning USA, part of W.Canning PLC (LSE)
- Chairman, CEO HCI PLC (LSE)
- Director, Jet stream Staffing, 2005-2006
- Director, MD Abroad Limited, 2004-2005
- Dennis A Sokol Non Executive Chairman of the Board Medserve Corporation
- American Hospital Group, Stamford; CT 1992 – Present
  - Group of ambulatory/non-ambulatory medical centers/healthcare facilities in Central Europe, Commonwealth of Independent States (CIS), and Russia formed from former Hospital Corporation International (HCI). Hospital Corporation of America (HCA)
  - Founded the group of healthcare facilities as Chairman of HCI (1989)
  - Redeployed HCI focus, divested its acute hospital division, and sold the UK operations of HCI PLC and its share capital to Generale de Santé, a French public company in 1992.