

Chris Strong

Director

BS Statistics | Brigham Young University

Master of Business Administration | Harvard Business School

Jefferson Dental

CEO

- Dental Support Organization (DSO) with 64 offices in Dallas, Houston and San Antonio. Leading provider of dental services focused on the Hispanic and working class communities in the state of Texas.
- Led process to successfully sell the business to a new private equity sponsor.
- Stabilized and grew the business from 41 offices to 64 offices, while entering new markets and adding orthodontic and other specialty services.
- Made significant improvements across the business: renovated all offices, upgraded the practice management system, expanded to digital/paperless and improved decision support tools.
- Implemented a centralized call center driving significant operational and customer service improvements.
- Revamped marketing approach and channels to more clearly define and target customers based on measurable ROI.
- Led multiple RFP processes to lower supplies and lab costs.
- Focused organization on dentist recruiting and retention, helping to substantially upgrading the talent and improve relationships.

DentalOne Partners

Senior Vice President, Corporate Strategy and Business Development

- Established three-year strategic growth plan, including plans for 30 new sites in 10 states.
- Led site selection and start-up of more than 10 new dental offices.
- Led all strategic growth projects and managed key business development activities.
- Evaluated and executed several expansion and acquisition opportunities in multiple states.
- Created regression-based capacity model to predict patient show rates and implemented process to fill open schedules
- Refined doctor credentialing process and added several commercial insurance plans, providing significant incremental revenue.

McKinsey & Co.

Engagement Manager

- Responsible for managing the execution of projects, client facing teams and client relationships. Leading member of engagement teams addressing functional issues across a range of industries
- Developed strategy for acquisition of a series of soda bottlers worth over \$2B. Managed integration of first acquisition.
- Assessed the strategy and revenue drivers for a major U.S. airline. Evaluated brand and profit implications of a multi-million dollar initiative to improve customer experience and operational efficiency.
- Developed the revenue assistance plan for one of the major professional sports organizations.
- Developed a pricing architecture to improve profitability at a large consumer packaged goods company.

Towers Perrin

Healthcare Consulting Associate

- Worked with senior management to review the benefit strategies of leading employers.
- Performed competitive benchmark analyses, developed pricing and cost containment strategies, and evaluated healthcare networks and benefit program designs.