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SUMMARY OF QUALIFICATIONS

Senior management executive and outstanding communicator skilled working with line staff and C level team. I bring 30 years of experience in private and public sectors, having worked with hospitals, community clinics and academic medical centers to create innovative, sustainable programs that improve the quality and delivery of healthcare. Consistent pattern working with underserved and disadvantaged populations. Special talent marrying disparate concepts or transferring innovative technologies to new settings. Innovation, planning and persistence.

- Healthcare start-up, Non-profit start-up, Projects Management, Integrative Medicine, Physician Training, Program Evaluation, Online Education, Survey Development, Business Development, Health Policy and Outcomes-based Research, Community Involvement, and Strategic Planning.

PROFESSIONAL HIGHLIGHTS

- Implementation Manager/COO Win Pacifico Reduced Fee dental Insurance program
- Evaluation consultant to Ingenuitor, Inc., portable multilingual LEP device
- Created 501(c)3 Voices of the Generations; received IRS approval in 10 weeks.
- Director of Legislative Affairs, National Guild of Acupuncture and Oriental Medicine, #62 OPEIU, AFL-CIO
- **Numerous project partners** including USC School of Medicine, USC Engineering, JPL, CalTech, ISI, TRW, Panasonic, PacBell, Topcon, Canon, Childrens Hospital Los Angeles, California Hospital Medical Center, White Memorial Medical Center, St Mary Medical Center, St Vincent Medical Center, Venice Family Clinic, Northeast Community Clinic, South Central Family Services, CCALAC, Canadian Natural Resources, Pharmavite LLC, St Vincent Medical Center...
- Consultant practice to hospitals, physician practice groups and community clinics. **Fair Market Value** surveys; **CDHS marketing plan** for dental HMO.
- Wrote winning 2008 proposal (\$468,000) to **United HealthGroup/PacifiCare** for **social networking and online data** project; **one of 13 awards from a pool of 150** proposals
- Consulting Evaluator with Venice Family Clinic in Santa Monica. Program received 2008 **California HealthCare Foundation LEAP award** based upon data management scheme.
- **Online education** consultant to USC School of Education and UCLA Audiology program.
- **Five funding awards** for Latino DREaM initiative to increase **diabetic retinopathy telescreening** for underserved Latinos.
- Co-inventor and Product Manager of ophthalmology data management tool **Comprehensive Image Management Information System CIMIS™**.
- **Telemedicine Director** for **Ulan Bator Foundation**, traveled in 2002 and 2003
- **Co-founder and CEO** of telemedicine company **Advanced TeleDiagnosis (ATD_x)**.
- Provost for Chinese Medicine college, created **integrative medicine training curriculum**, managed successful program accreditation.
- More than **30 successfully funded grant applications** to **federal** (NEI, NLM), **state** (CDHS), **local government** health agencies (LAC DHS), and **private foundations** (The California Endowment, QueensCare Foundation, California Telehealth & Telemedicine Center, UniHealth Foundation, Unitedhealth/Pacificare).
- Evaluated 1990 Crack Cocaine conference in South Central Los Angeles from which the **Community Coalition** was founded by Karen Bass (2008/09 California Speaker).

- Fifteen years private psychotherapy practice.
- 28 healthcare publications, more than half in peer-reviewed journals.

PROFESSIONAL EXPERIENCE (since 1975)

Stumpf Consulting 2006 to present
Short- and longer-term projects for healthcare organizations, academic programs and private industry.

Emperor's College of Traditional Oriental Medicine 2005 to 2006
 Provost and Director Doctorate Program. *Created and implemented innovative integrative training program pairing mainstream physicians with Chinese medicine faculty and students.*

Advanced TeleDiagnosis (ATD_x) 2004 to 2005
 Chief Executive Officer. *Raise capital, create all business documents, conceptualize and pursue telemedicine markets, create and modify marketing strategies, develop principal product CIMIS™ to adapt to emerging markets. Identify and pursue partners and customers. Negotiate and close contracts.*

USC ABBC 1998 to 2003
 Director for Operations & Senior Research Associate, Advanced BioTelecommunications & BioInformatics Center (ABBC), Keck School of Medicine at the University of Southern California
Responsible for all projects development and implementation, supervise 8 to 15 person staff, recruit and interact with physician practice groups and academic departments. Identify and collaborate with community groups and clinics as well as public health entities.

- Secured more than \$1M funding for seven independent telemedicine projects including the multi-clinic Latino DREaM (Diabetic Retinopathy Evaluation and Management) initiative; three funded by the California Telehealth & Telemedicine Center. Managed all projects.
- Project Lead in the development of fifteen grant proposals that involved scientists and managers from USC, private corporations and community clinics throughout Southern California.
- Executive Editor and co-author for National Library of Medicine Final Report 2000
- Co-inventor and Product Marketing Manager of CIMIS™, a web-based, image-driven database and clinical grading tool for diabetic retinopathy

University Affiliates IPA 1998 to 2000
 Director of Funding, Research & Education
Interact with all department heads for largest IPA in Southern California with more than 3,000 physician members, report to President.

- Product and project managed Quality Assurance protocols for IPA; strategic director for external QA audits; created Health Plan "report card"; interacted with The California Endowment and California Healthcare Foundation
- Product and project manager for bilingual online patient education project on hormone therapy (Wyeth-Ayerst educational grant)

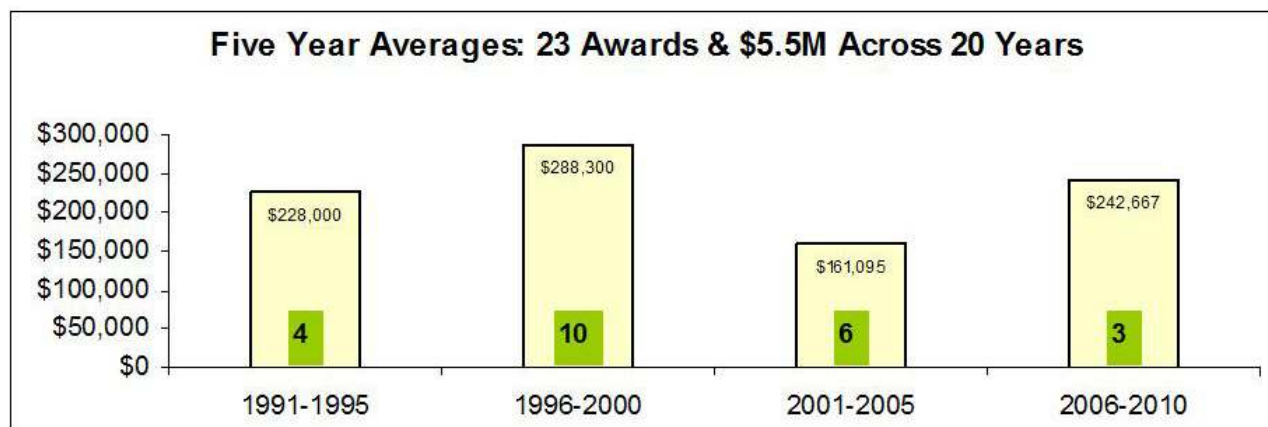
USC Department of Family Medicine 1986 to 1998
 USC Physician Assistant Program
 White Memorial Medical Center
 Director of Research & Education
Responsibility for management of three health professions education programs affiliated with USC Keck School of Medicine. Interact with faculty educators, department chairs, and university senior leadership at USC Health Sciences and University Park campuses.

- Raised more than \$3M in health professions training funds. Authored proposal for largest award made by state (\$750,000) for multi-partner, community-based teen pregnancy prevention program
- Worked directly with Family Medicine physicians in developing QI protocols addressing HEDIS criteria
- Authored successful proposals for Bachelor and Master degree programs for USC Physician Assistant program
- Designed and conducted revision of entire Physician Assistant curriculum implementing education evaluation principles to guide admissions, testing and skills assessment

Mental Health Specialist 1978-1979
 Neuropsychiatric Institute
 University of California Los Angeles

Director Clinical Business Development 1976-1978
 Southwest Mental Health Services
 Inglewood, California

After-school Program Director 1975-1976
 Kedren Community Mental Health Center
 South Central Los Angeles



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GRANT/CONTRACT AWARDS

- 2008/10 The LA Hepatitis Intervention Project (LAHIP): Web Based Strategies to Evaluate Impact and Increase Access, Pacificare/United Healthcare fund, \$468,000 [recipient St. Vincent Medical Center Foundation]
- 2006 The Inpatient Acupuncture Implementation and Assessment Program, UniHealth Foundation, \$220,000 [recipient Good Samaritan Hospital, LA]
- 2006 California Senior Fall Prevention Project, Archstone Foundation, \$40,000 [recipient St. Mary Medical Center]
- 2004 Expanded Access to Primary Care, California Family Care Clinics, \$35,000 [recipient: California Hospital Medical Center]
- 2003 Community Access Program, training and implementation for six Los Angeles community clinics, \$115,800 [recipient: Community Clinic Association LAC]
- 2002 Latino DREaM, Phase I, The California Endowment, \$100,000 [recipient: USC ABBC]

- 2001 Community Health Coverage: Outreach, Enrollment and Retention In Los Angeles County, Los Angeles County Department of Health Services, \$500,767 [recipient: California Hospital Medical Center]
- 2001 American Indian Teleophthalmology Training Grant, California Telehealth & Telemedicine Center, training and CQI contract, \$115,000 [recipient: USC ABBC via California Telemedicine and Telehealth Center]
- 2001 Latino DREaM, Phase I, QueensCare Foundation, \$100,000 [recipient: USC ABBC]
- 2000 Teleophthalmology in East Los Angeles, California Telehealth & Telemedicine Center, \$95,000 [recipient: White Memorial Medical Center]
- 2000 Telepsychiatry in LA's Center City, California Telehealth & Telemedicine Center, \$95,000 [recipient: California Hospital Medical Center]
- 2000 Cross Cultural Curriculum for Physicians, The California Endowment, \$990,000 [recipient: White Memorial Medical Center]
- 2000 Family Physician Training Act, Office of Statewide Health Planning and Development, State of California, \$200,000 [recipient: USC Family Medicine]
- 1999 Community Challenge Grant Program, Office of Community Challenge Grants, State of California, \$750,000 [recipient: White Memorial Medical Center]
- 1999 Center for Telehealth & Telemedicine, minigrant, \$4,000 [recipient: White Memorial Medical Center]
- 1998 Wyeth-Ayerst Educational Grant to develop Spanish/English menopause website and brochure, \$10,000 [recipient: University Affiliates IPA]
- 1998 Family Physician Training Act, Office of Statewide Health Planning and Development, State of California, \$105,000 [recipient: USC Family Medicine]
- 1997 Family Physician Training Act, Office of Statewide Health Planning and Development, State of California, \$334,000 [recipient: USC Family Medicine]
- 1996 Rural Health Collaboration Grant, Office of Statewide Health Planning and Development, State of California, \$200,000 [recipient: USC Family Medicine]
- 1996 SCCOPENet Database, Office of Statewide Health Planning and Development, State of California, \$100,000 [recipient: USC Family Medicine PA Program]
- 1993-1995 Physician Assistant Training Grants, Bureau of Health Professions of the Human Resource Service Agency, \$412,000 [recipient: USC Family Medicine PA Program]
- 1990 Community Coalition for Substance Prevention (evaluation section), Federal Center for Substance Abuse Prevention, \$500,000 [recipient: Community Coalition]

SELECTED PUBLICATIONS

1. Stumpf S., Hardy, M.L., Kendall, D., Carr, C.R. "Unveiling the United States Acupuncture Workforce". Complementary Health Practice Review 15(1) 31-39
2. Stumpf S., Stumpf, S., Kendall, D., Hardy, M.L. "Mainstreaming Acupuncture: Barriers and solutions". Complementary Health Practice Review, 15(1), 3-13.
3. Stumpf S., et.al. "Online continuous quality improvement for diabetic retinopathy tele-screening." Telemedicine Journal and e-Health, December 2004, 10(s2):35-39.
4. Stumpf, S. "Telemedicine awaits: Reimbursement will mean big change and real money." Healthcare Informatics, May 2003; 10(5):54-7.
5. Zalunardo R., Stumpf S. "Shift to digital spurs reconsideration of image quality standards: Six years and eight studies demonstrate need for shift in clinical practice." Telemedicine Today, August/September 2002; 9(2);25-6.
6. Stumpf, S., Zalunardo, R. Chen, R.J., "Barriers to telemedicine implementation," Healthcare Informatics, 45-48, April, 2002.
7. Final Report editor and co-author, Executive Summary National Library of Medicine Telemedicine Final Report, Investigations of Sufficiency in Telemedicine Applications: Standards in Context of Populations and Technologies, September, 2000.