

KASIVISVANATHAN CHELVAKUMAR (CHELVA)

SENIOR EXECUTIVE & GOVERNANCE LEADER

Salient Experience, Skills & Accomplishments

- **Strategic Thinker & Executer:** Undertook day to day operations of a small business with world class technical assets and goodwill, re-focused company priorities¹, reduced cost structures and focused on a business line taking advantage of its core strength². During prior employment, improved hospital revenues by creating and managing an inter-disciplinary revenue cycle team consisting of the relevant members from the hospital, central business service and corporate office. Effective reimbursement rates increased by 1.5% contributing \$7M to the bottom line. Reduced hospital operational costs by providing financial and analytical guidance to department directors. Opened a number of new business units including a) an urgent care center serving a population of 40,000, b) a wound care center with 2 hyperbaric chambers and c) an independent research facility performing fundamental research in photovoltaics. Extensive experience developing and successfully implementing business contracts.
- **Effective Team Leader & Member:** Created, Successfully lead and effectively participated with teams in Information Technology, Healthcare, Government Advocacy, Defense Contracting as well as Human Rights sectors. Numerous notable accomplishments including but not limited to shattering a solar cell world record³.
- **Proven Board Leader & Member:** More than a decade experience serving as chairman, secretary and treasurer in a number of for-profit and not-for-profit organizations including serving as the founding chair of a centralized business services organization with annual billings in excess of \$2billion.
- **Effective Negotiator:** Executed a clean termination through negotiation of a \$20M litigated contract with a penny stock solar company⁴ and secured a 5 year \$25M contract with one of the top three solar companies in the world. Developed quantitative live metrics used effectively during hospital-labor union negotiations. Served as shuttle diplomat in the Sri Lankan civil war and established a 'red phone' link between the President and guerilla leader.
- **Government Advocacy:** Successfully advocated with the US congress, the creation of line items in the US defense budget for 2 years in a row – resulting in awards totaling \$16million for research and development activities at EPIR. Part of the provider fee advocacy team from the Daughters of Charity Health system that successfully brought back \$3billion dollars to the state of California in matching Federal funds.
- **Budget Development & Attainment:** Hands on experience designing and implementing bottom-up budgets. Designed and conducted budget instruction workshops for department directors and built bottom up budgets. Monitored budget variance and developed reports for directors as well as the executive team for successful performance at the monthly operating review meetings.
- **Communication:** Gets the message across to stakeholders. Articulates very effectively in one on one as well as group environments.

¹<http://www.reuters.com/article/2012/03/23/idUS170912+23-Mar-2012+BW20120323>

²<http://www.businesswire.com/news/home/20121004006472/en/Governor-Quinn-Visits-EPIR-Technologies%E2%80%99-MCT-Foundry>

³<http://www.solarserver.com/news/news-e-1071.html>

⁴http://www.bizjournals.com/prnewswire/press_releases/2011/05/13/FL01645

Education

MBA, University of California, Irvine 2005
Valedictorian; Irvine Company Award (highest GPA); Beta Gamma Sigma; Dean's Scholar;
Best Team Player Award (voted by peers);
Outstanding Service Award (voted by faculty & staff)

MS, Ph.D., Engineering and Applied Sciences, California Institute of Technology 1981, 1985
Major: Civil Engineering and Mechanical Engineering; Minor: Aeronautical Engineering

BS Mechanical Engineering, Peradeniya University, Sri Lanka 1980
Ananda Amarasinghe Award for graduating first in the country
Awarded First Class Honors in each year

Work Experience

EPIR Technologies, Inc., Bolingbrook, IL

President 2010 – Present

- Responsible for the day to day operations, financial oversight, treasury, strategic planning, government relations (Army, Air Force, Navy and DARPA) and business development.
- Reduced operating costs by 15% through streamlining operations, developing and implementing policies and procedures, developing operations structure and successfully renegotiating contracts with vendors.
- Settled legal disputes by negotiated settlement including a dispute on a 10 year, \$20M contract with a penny stock company and established a five-year, \$25M contract with one of the top three solar companies in the world for research and development.
- Contracted intellectual property transfer with a large defense contractor with more than 100,000 employees.
- Planned and initiated an infrared material foundry with molecular beam epitaxy (MBE) and liquid phase epitaxy (LPE) capabilities (the only such independent foundry in US).

Saint Louise Regional Hospital, Gilroy, CA

Chief Financial Officer & Corporate Responsibility Officer 2006 – 2010

- Responsible for the financial operations of the hospital including but not limited to month end close, budget development approval and management, cost monitoring and control, productivity management and staffing matrix monitoring.
- Collaborated closely and worked effectively with the off-site business office at CBS.
- Coordinated with and provided support to department heads and executive leadership on financial and accounting matters.
- Developed and monitored the capital budget and major acquisitions.
- Supported the foundation CEO with business development, financial controls and reporting.
- Reported to the hospital board all salient matters relating to financial performance of the hospital and its Foundation.
- Supported the hospital CEO with physician contract negotiations and contract maintenance as well as community presence through leadership roles in the Chamber of Commerce and Rotary Club.

Caritas Business Services, Redwood City, CA

Chairman of the Board of Directors 2007 – 2010

St. Francis Medical Center, Lynwood, CA

Controller

2001 – 2006

- Provided and presented detailed due diligence which helped successfully defend a sales tax audit. The liability was reduced by approximately \$5M dollars.
- Responsible for the general ledger, month end close, budget development, cost monitoring and reporting as well as productivity monitoring and reporting.
- Closed the SFMC tower construction accounts and reconciled fixed assets ledger.
- Coordinated with and provided support to department heads and executive leadership on bottom up budget development and conducted budget workshops.
- Developed and monitored the capital budget and major acquisitions.
- Supported the SFMC Foundation and SFMC Career College with their accounting requirements.

ReproNet, Los Angeles, CA

Operating Partner

1992 – 2000

- Developed a software company making programs for high speed transmission of Computer Aided Design (CAD) files and for remotely controlling large multi media plotters.
- Built from scratch effective software and marketing teams
- Developed national dealer network across USA.

California State University, Los Angeles & Fullerton Campuses, CA

Adjunct Professor

1983 – 2001

- Taught more than 30 undergraduate and graduate level evening and summer courses in the departments of Civil Engineering, Mechanical Engineering and Electrical Engineering.

Carnegie Mellon University,

Tenure-track Professor

1985 – 1989

- Taught undergraduate and graduate level courses in the department of Civil Engineering
- Carried out funded research in the areas of geotechnical engineering
- Supervised graduate students at the master's and doctoral levels
- In charge of the structural design of 'Ambler,' a robotic rover for Mars terrain

Peradeniya University, Sri Lanka

Assistant Lecturer

1979 – 1980

- Taught undergraduate courses in mechanics and controls in the department of Mechanical Engineering
- Performed research on solar refrigeration and refurbished the solar refrigerator

Computer Skills

Administrative: Microsoft Office Professional Suite: Word, Excel, Access, and Trendstar

Accounting: Siemens SMS MedSeries 4 G/L. A/P, Fixed Assets, Optimis, Microsoft Project, Quicken and Quick Books, Infinium Payroll with COGNOS reports, KRONOS admin

Programming Languages: C Plus, Basic, Visual Basic, PASCAL, FORTRAN

Special Interests & Skills

Music: Concert player of south Indian drums. Accompanied the renowned maestro MLV, 1986.

Sports: 2 time national weight lifting champion, Sri Lanka, 1979, 1980. College colors wrestling.