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**FOR IMMEDIATE RELEASE**

## **Thomas S. Dougherty, Joins IMA Consulting Team**

CHADDS FORD, PA (*January 26, 2009*) – IMA Consulting has named Tom Dougherty to the position of Vice President of Sales. Dougherty brings over 17 years of experience working with healthcare providers across the nation to provide impactful and lasting solutions in the fields of revenue cycle, reimbursement, and financial management.

Most recently, Tom was the Vice President of Federal Markets for Health Management Systems, Inc. (HMS) in New York, NY. In that position, Tom was responsible for marketing HMS's program integrity services to the Federal government, specifically to the Centers for Medicare and Medicaid Services. During that time, Tom secured and launched a multi-million federal contract for CMS's Medicaid Integrity Group.

Previously, Tom was Vice President and General Manager of Reimbursement Services Group, Inc. (RSG), a division of HMS Holdings Corp. RSG specializes in cost report reimbursement solutions for over 150 hospital clients in the U.S. During Tom's tenure as General Manager, RSG's top-line revenue increased over 20% while increasing profit margins and client retention. Tom has also held positions as Managing Director and Senior Consulting Manager at Siemens Medical Solutions in Malvern, PA.

Tom's revenue cycle management experience includes successful execution of consulting engagements focused on process improvement, technology utilization, and cash acceleration for hospitals and health systems located throughout the U.S. Tom has held business office management positions at several hospitals, from large urban teaching facilities and smaller community-based providers.

Tom is a member of the Healthcare Financial Management Association (HFMA) and the Health Care Compliance Association (HCCA). He holds a Masters in Business Administration from the University of Phoenix and the Bachelor's degree from Saint Joseph's University in Philadelphia.

[IMA Consulting](http://www.ima-consulting.com) is a 70-person firm that exclusively supports hospitals and health provider organizations, providing customer-focused, cost-effective solutions to the toughest problems in healthcare management. Service lines include operations improvement, financial services, revenue management, and related educational services. Since 1996, IMA Consulting has provided services and solutions to over 200 healthcare organizations across the United States. IMA Consulting was named one of the Best Places to Work in PA by the Team PA Foundation in 2007 and by the Philadelphia Business Journal in 2008.

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