

## **H. PAUL WOMACK, Jr.**

2809 Woodland Park Drive, NE, · Atlanta, Georgia 30345 · (404) 325-5821

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### **SUMMARY OF QUALIFICATIONS**

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Experienced, mature executive and entrepreneur. Served as CEO in numerous profitable business start-ups and going concerns. Extensive experience in public and governmental affairs and management of large-scale organizations with multiple departments/functions. Direct experience and working knowledge of health care from the Federal/State policy level, provider/supplier level, and third-party payer/operations level. Extensive experience in establishing and working within budgets. Experienced in trimming excess costs without damaging program objectives. Extensive experience in working with Congress, state legislators and other elected officials, as well as administrative and regulatory agencies.

### **EXPERIENCE**

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#### **North Atlanta National Bank, Alpharetta, Georgia**

Founding member of Board of Directors and member of Loan Committee and Audit Committee

November 1998 – November 2007 Sold November 2007

#### **FIRST FINANCIAL MANAGEMENT CORPORATION (FFMC)**

**Corporate Executive Vice President Business Development/Government Affairs, April 1992—December 1995**

Fortune 500, NYSE company with over \$5 Billion in revenue and more than 15,000 employees. Responsible for targeting companies for acquisition internationally and domestically. Developed relationships with various governmental agencies, government officials including United States Senators, Representatives and the President of the United States. Business and government contact development in South America, Europe, Eastern Europe, China, Japan, Korea and other countries in the Far East. Reported to CEO with regular interfacing with Chairman, COO, CFO, GAO and presidents of all operating companies.

**Executive Vice President of Commercial Services, President of Data Services Division of FFMC, February 1990—April 1992 and Vice Chairman Board of Directors, Basis Information Technology, Inc., February 1990—February 1993.**

Responsible for business development, acquisitions and specific operations for commercial services. Also, responsible for the Data Services Division which provides financial data processing and information services to thrifts, banks, credit unions and mortgage services as well as data imaging, electronic data based services, micrographics, and health and pharmaceutical claims processing to a large and diverse customer base. Divisional revenues in excess of \$200 million with an operating profit of \$74 million.

#### **S & S HOME HEALTH CARE, INC.**

**President and Chief Executive Officer, 1986—1990**

Purchased medical supplier to the home health care market and developed it from \$100,000 to over \$700,000 in revenues in less than three years. Expanded market and developed new business while increasing sales in original lines of business. Reduced debt by \$75,000 while expanding the asset base of the company by \$110,000.

**Mobility Designs****Chairman and Chief Executive officer, 1985 - Present**

Started in 1985 with three employees, Mobility Designs is now the largest company for medical rehab and mobility in the Southeast. JCAHO-certified five times and voted the most outstanding rehab company in America by our industry. Cover all major seating clinics in the state including CMS, Shepherd Hospital and Children's Healthcare of Atlanta. Revenues exceeding \$6.7 million.

**SENSOR TECHNOLOGY LIMITED*****President and Chief Executive Officer*, 1983—1984**

Started this manufacturing and marketing company in 1983, which produced sensor and measurement equipment. Developed manufacturing, sales, accounting, and executive staff. Revenues grew from zero to \$500, 000 in one year and sold business at a profit.

**MEDICARE EQUIPMENT COMPANY, INC.*****President and Chief Executive Officer*, 1977—1983**

Started this diversified sales and distribution company of home care equipment. Developed company into \$1,500,000 annual sales with a 45% pre-tax profit. Sold to Glassrock Medical (a division of British Oxygen Corporation).

**TRAILWAYS, INC.*****Vice President, Government Affairs*, 1977—1979**

Developed state and federal legislative program for liaison with U.S. Senators, Representatives, and State Public Service Commissioners. Coordinated deregulation activity in California and across the country; coordinated effort to reduce federal excise taxes on fuel, oil and rubber. Worked for successful passage of legislation authorizing development of intermodal transportation terminals in urban areas across the country. Contributed to the Mass Transportation Act of 1978 to develop rural (intercity) bus traffic. Screened, selected, and hired law firms to represent Trailways and coordinated efforts in presenting rate increases on behalf of Tailways. Deregulated transport industry in Arizona through legislation and a constitutional amendment.

**GEORGIA COURIER, INC.*****President*, 1977—1980**

Established company and developed revenues of more than \$1.5 million annually. Managed company simultaneously while serving as Vice President of Tailways, Inc. Sold company in 1980 to Pony Express, Division of Wells Fargo Armored Car Company, for a profit.

**PUROLATOR COURIER CORPORATION (Successor to American Courier Corp.)*****Senior Division Vice President, Division Vice President and Senior Regional Vice President*, 1965—1977**

Managed planning, development, operations, marketing, personnel, and acquisitions. Expanded operations into 27 states, with over 3,500 employees and 2,200 vehicles. Maximized company's growth and increased profitability. Led company in revenue growth and pre-tax profit. Southeastern Division grew to over \$50 million in revenues with a pre-tax margin of over 35%.

## **PUBLIC AFFAIRS**

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**Southeast Brain Tumor Foundation**, Treasurer 2004 – 2006, President 2007  
**Georgia China Study Committee and Planning Committee, Appointed by Governor Sonny Perdue**, September, 2003 – December 2003  
**DUKE BRAIN TUMOR ADVISORY BOARD**, Member of Executive Committee, Duke University Medical Center 1993—Present  
**DEKALB COUNTY BOARD OF EDUCATION**, 1981—1992, Elected official (three 4-yr. Terms) Office included Chairman and Vice Chairman.  
**DeKalb County Board of Education, January 2009 --- Present.**  
**DEKALB COMMUNITY COLLEGE**, Board of Trustees, 1981-1985  
Offices included Chairman and Vice Chairman  
**GEORGIA STATE UNIVERSITY**, Board of Trustees, 1975—1981  
**OPERATION FREE ENTERPRISE**, 1971—1975, Chairman, Southern Division  
**MIA-POW EDUCATIONAL SCHOLARSHIP PROGRAM**, 1971—1975, Chairman, Southeast  
**U.S. DEPARTMENT OF COMMERCE**, International Trade Advisory Board 4 years  
**DEKALB COUNTY CHAMBER OF COMMERCE**, Board of Directors

## **EDUCATION**

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**UNIVERSITY OF GEORGIA**, Athens, GA  
*Bachelor of Business Administration*, 1958  
  
Graduate United States Treasury Law Enforcement Academy  
Washington, D.C 1960  
  
American Management Association—President's Association  
New York, New York 1966-1977