

Introduction

TERRY BUSKE JOINS THE INSTITUTE FOR PERFORMANCE EXCELLENCE AS VICE PRESIDENT OF BUSINESS DEVELOPMENT

Los Angeles, Calif. – The Institute for Performance Excellence (IPE), a not-for-profit organization, providing continuous process improvement programs and support to hospitals, announced the addition of Terry Buske as Vice President of Business Development. As part of IPE's leadership team, Buske will oversee all sales/business development for IPE training and consulting programs.

Buske brings several years of leadership experience in the healthcare, continuous process improvement, financial services and revenue cycle industries. He was previously the Vice President for a national Accounts Receivable Management firm, Optio Solutions, President / CEO of a financial services software company, SIX400 Technologies, and EVP of Business Development for the Six Sigma Academy (SSA & Co.). SSA is the global consultancy celebrated by Jack Welch of General Electric and other Fortune 100 companies for delivering breakthrough improvements. In 2000 Buske was appointed by the Deputy Director of the Veterans Health Administration (VHA) to serve on a National Revenue Task Force focusing on revenue cycle management. Consequently, through a cross sharing agreement with the VHA, he consulted with the Pentagon - Department of Defense Hospitals & Clinics, Department of Health and Human Services and the Indian Health Service. Currently Buske is a member of the American College of Healthcare Executives (ACHE) and enjoys supporting his local chapter.

"We're extremely excited to leverage Terry's expertise in business development to secure strategic alliances with future partners and hospital associations." said **Jennifer Wortham, IPE's President**.

When asked about his new position, Buske said, "I'm so grateful for the opportunity to be part of an organization like IPE and the Hospital Association of Southern California. It's exciting to know our programs have a direct positive impact on patient outcomes while strengthening the financial position for Hospitals. There are not a lot of companies that can boast about both benefits at the same time."

The Institute for Performance Excellence (IPE), is a not-for-profit organization established in 2011, provides a full-service approach to performance excellence in hospitals, health systems and other health care organizations. Our comprehensive professional development and support program enables health care performance excellence professionals to further develop and enhance their skills. For more information, please call: (213) 538-0700 or visit: www.ipeus.org