

The Athena Group – Mike De Luca, Principal



PHILOSOPHY STATEMENT

The Athena Group, LLC is a cooperative of forward-thinking practitioners who help build personal mastery, create human-friendly high-performing organizations, and enable positive change in communities. We live in a fast-paced, fragmented, resource constrained, and data rich world. Athena Group members help navigate this ever-changing environment, build relationships, and connect people and information to make a positive impact. Our consultants are constantly learning and practicing the newest and most effective techniques in the field of organizational and systems change, and innovating them to fit your needs.

AREAS OF EXPERTISE/RESULTS

- Financial process and outcomes improvement
- Budgeting, planning and revenue cycle
- Cost benefit analysis
- Lean process improvement, including daily management and visual systems
- Lean strategic planning and deployment
- Lean leadership coaching

EXPERIENCE / SELECTED PROJECTS

- Group Health – Executive Director of Finance. Led a department of 25 directors, managers, and analysts responsible for budgeting, forecasting, business analysis and reporting on operating divisions with an annual spend of approximately \$3 billion.
- Franciscan Health System – Consultant, Revenue Cycle Improvement. Led root cause analysis, cross-functional process improvement and design/implementation of Lean daily management in Hospice service line reimbursement function (\$40 million annual revenue).
- Stanford Hospital and Medical Center – Consultant, Budget Process Improvement. Provided consultation on implementation of “Beyond Budgeting” – the evolution of the financial planning process to align with an overall Lean strategy.
- City of Tukwila – Consultant, Lean Process Improvement. Consultation on current state analysis and future design of Public Records Request process, including visual management.

CREDENTIALS

- Master of Science in Finance, Seattle University
- Master of Arts, Indiana University
- Fellow of the Healthcare Financial Management Association

SELECTED CLIENTS

- Stanford Hospital and Medical Center
- Palo Alto Medical Foundation
- Pierce County Public Works and Utilities
- VHA
- Franciscan Health System
- Microsoft
- City of Tukwila
- City of Seattle

Contact the Alliance at 206-616-8461 OR alliance@u.washington.edu.