



Greg Koonsman

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Greg Koonsman is a Senior Partner and Founder of VMG Health, L.L.C., which was formed in 1995. VMG Health, L.L.C. is a valuation and financial advisory firm that specializes exclusively in the health-care services sector with offices in Dallas, Texas and Nashville, Tennessee. Mr. Koonsman specializes in providing valuation, transaction advisory, feasibility, and operational consulting services to the firm's healthcare clients. He has acted as financial advisor in transactions with acute care hospitals and health systems, ambulatory surgery centers, cancer treatment diagnostic imaging centers, dialysis centers, centers, home health agencies, insurance organizations, physicians groups, physical and occupational therapy centers, long term care facilities, and numerous other ancillary healthcare service businesses. Mr. Koonsman has acted as an advisor in over 250 hospitals, 1,000 surgery centers, 30 HMOs, 1,500 physician organization transactions, and a variety of other healthcare entities in the United States. Mr. Koonsman has worked with clients internationally in markets such as England, Mexico, South Africa, Singapore, and Costa Rica.

Mr. Koonsman was a Founder and Director of Practice Performance, Inc.; a physician management organization providing outsourced business management services to over 100 physicians in Texas, Colorado, and South Carolina. Practice Performance was sold in 2006 to MedSynergies, Inc.

Mr. Koonsman was a co-author of the valuation text "Financial Valuation, Applications and Models" with responsibility for authoring the Chapter 18 Valuation of Healthcare Services Businesses. He has served on the board of directors of IntraOp Medical Corporation since 2007.

Prior to co-founding VMG Health, Mr. Koonsman was with the financial advisory group of Ernst & Young where he specialized in healthcare valuation and transactions. He has spoken to numerous healthcare groups on the topic of healthcare transactions and valuation. Mr. Koonsman holds an M.B.A., B.S. in aerospace engineering and is a chartered financial analyst (CFA).

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He has spoken to numerous groups including AICPA National Business Valuation Conference, ASC Communications, Inc. National ASC Conference, Federated Ambulatory Surgery Association (FASA), Texas Medical Association, Texas Hospital Association, Colorado Medical Association, Louisiana Hospital Association, and a number of healthcare services corporations. Mr. Koonsman holds an M.B.A., B.S. in aerospace engineering and is a chartered financial analyst (CFA).

Mr. Koonsman is a member of the following organizations:

Association of Investment Management and Research (AIMR)

American Society of Appraisers

Healthcare Financial Management Association (HFMA)

Federated Ambulatory Surgery Association (FASA)

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