



JOSH KRAMER

STRATEGIC TECHNOLOGY ADVISOR

PRIMARY SECTORS: HEALTHCARE / LIFE SCIENCES

OTHER SECTORS: ENTERPRISE SOFTWARE / 'HIGH-TECH' / FINANCE / MOBILE / TELECOM

Josh Kramer brings 25 years experience leading digital teams and digital asset development, approaching 15 years primarily focused on regulated healthcare provider and life sciences organizations - HIPAA / CMS / FDA / CLIA / CAP / PCI / SOX compliant. Josh has been recognized by ONC, ACHE, NJBIZ, Forbes, and EY for his strategic vision, innovative thinking, and practical ability to drive innovation and positive change through developing technology teams and assets across industries (focus industries above). Josh is a respected and credible voice on technology teams and digital assets, helping Digital and Tech C-Suite leaders develop new ideas and capabilities, see past obstacles, and retool where required. Josh tends to support those organizations with a technology team of between 100-300 FTEs, and an annual IT operating budget of \$80-100M.

Josh has helped organizations define and execute on their digital strategies and aspirations. He has successfully demonstrated his ability to intuitively identify high impact opportunities and cultivate innovation. He has helped organizations develop significant digital assets, build sustained enterprise value in their technology teams and capabilities, create new revenue-streams, and identify efficiencies.

CLIENT ADVISORY ENGAGEMENTS



Hired by BioReference in 2012, a \$1BN public company, back in 2012. BioReference is now a division of Opko Health, where Josh remains in his advisory role, supporting his 5th BioReference CIO.



Hired by The Broad Institute (\$600M) to lead a digital transformation of their clinical rare disorders and oncology genetics customer experience.



Advising NeoGenomics (~\$500M) since 2021 on digital customer experience transformation, internal lab information systems, and enterprise architecture.



Hired by Holy Name Health CEO in 2017. Coached the CIO for 4 years through a digital and agile transformation, followed by leading recruitment of a new CIO who continues to drive the next era of their homegrown Electronic Medical Records platform - a unique situation for a \$400M/year regional hospital.



Hired by Enzo Life Sciences in 2020 until 2022 to coach their clinical laboratory business - a ~\$100M/year division - through both a digital redesign of their customer experience as well as a revenue cycle transformation. He later advised on and participated in the sale of the lab division to LabCorp.



Hired by Goldman Sachs / REDI Technologies (\$200M annual) from 2013-2016 advising the CEO, CTO and tech team of this Goldman-internal trading tech stack through a spinout to become an independent FinTech platform.



Hired by healthcare enterprise software and cloud platform vendor, ELLKAY, in 2010 to help scale & grow the company as a board advisor. ELLKAY is a \$100M company today and Josh continues to advise the product & leadership teams.

Josh founded and currently serves as Managing Partner of Leap Consulting Group, a boutique consultancy that both advises on and builds technology solutions. Josh spends a majority of his time in advisory roles, supporting clients with strategic digital solution sourcing, integration, and custom application development, while also overseeing Leap's software engineering practice. Josh has supported \$BN Healthcare enterprises in building and massively scaling compliant clinical, informatics, and administrative assets, with a focus on both digital patient and provider journey as well as the extensive back-office data, informatics, and other computing infrastructures necessary to sustain such patient and provider experiences. He has also driven technology M&A activities and post-acquisition integrations in large scale complex Healthcare and Institutional Finance industries

Key Assets

- ✔ C-Suite Leadership & Decision-Making
- ✔ Strategic Planning & Roadmaps
- ✔ Digital Teams & Technologies
- ✔ Regulatory Compliance
- ✔ Digital Transformation
- ✔ Operational Excellence

Prior to founding Leap in 2010, Josh was a founding CTO at a pioneering wireless data startup from 1994-2001, and from 2001-2010, Josh held the Chief Technology / Product / Executive officer titles in venture-backed companies. Josh's operational roles were in the telecom, digital-payments, gaming, digital media, and e-commerce sectors. Josh holds a BA from Yeshiva University.



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JOSH'S SUPPORTING ROLE IN THE TECHNOLOGY C-SUITE

Thought partner with outside perspective on technology architecture, commercial implications, personnel, and process

Advising on digital transformations, tech rationalizations, and large-scale organizational change management



Sounding board to challenge a leader's view, talk through topics, tech, and offer counsel on managers/peers/reports

Often assist in defining the technology organization, recruiting leaders, upgrading processes, roadmap planning, buy vs. build, and designing enterprise systems to support their vision

Trusted C-level individual to divide & conquer - including leading a crisis team - HIPAA breach, ransomware, major systems failures, client crisis, etc.

PREVIOUS MANDATES SUPPORTING TECH C-SUITE LEADERS



Leading a redesign of a front-office or back-office digital platform - finding the balance between consumer / tech / business policy / regulatory / P&L considerations.



Helping to develop major tech plans - enterprise architecture; cloud vs. on-prem; web vs. mobile; buy vs. build; recruit vs. outsource; R&D vs. JV/partner.



Trusted leader to guide the organization through a new major initiative - major cross-functional new line of business which may require significant IT integration across divisions; a transformation of core corporate legacy IT platform to cloud-native; new direct-to-consumer platform; moving from a mostly on-prem hosted services-oriented-architecture to a cloud-native bus-architecture; digitizing customer workflows or patient-facing workflows; driving a customer experience redesign



Improving the design of their organization - aligning resourcing to the business goals/stakeholders, process (re)design around product/platform delivery / portfolio management / and other product & project based needs, coaching through organizational changes.



Developing nascent assets in technology - formally defining the data assets in a business; developing a data strategy for operationally leveraging data, finding customer insights to cross/upsell; finding opportunities for better billing practices, and finding monetization opportunities to sell data to other markets