



For Immediate Release

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B. E. Smith Forms Partnership with Juanita Romans

Partnership to bring best practices to healthcare organizations in the U.S. and abroad

LENEXA, Kan. (April 5, 2011) — B. E. Smith today announced the company has partnered with longtime healthcare executive leader and consultant Juanita Romans of The Romans Group (TRG). Under the terms of this agreement, Romans will focus on extending B. E. Smith's comprehensive [healthcare leadership](#) and consulting services to clients throughout the U.S., as well as global markets.

Romans' deep experience in the healthcare industry coupled with her unprecedented track record of improving quality and satisfaction, while maximizing reimbursement and productivity, prompted B. E. Smith to form this partnership, according to Doug Smith, president and CEO.

"Juanita is a consummate strategist who draws from a unique blend of clinical, financial and operational leadership experience to drive the highest quality care and peak performance," he said. "She brings the skills, relationships and passion to help us take healthcare best practices to organizations both domestically and around the world."

As president of The Romans Group, Romans currently provides advisory services to hospitals, universities and medical institutions providing global healthcare solutions. Previously, she was CEO of Memorial Hermann-Texas Medical Center and central market leader for Memorial Hermann Healthcare System in Houston, Texas, one of the largest nonprofit healthcare providers in the U.S. with 16 hospitals and clinics and more than 20,000 employees and 5,300 medical staff. As central market leader, Romans provided executive oversight for an organization that comprised more than 1,650 inpatient beds, 58,000 annual admissions and 8,000 employees generating \$3.8 billion in gross patient revenues in 2009. She currently serves on the board of directors for Memorial Hermann Hospital System and University HealthSystem Consortium (UHC).

During her nine years with Memorial Hermann, Romans achieved a positive bottom line with up to 6 percent margin and 3 percent year-over-year growth in a fiercely competitive healthcare market. Under her leadership, the organization consistently exceeded national quality benchmarks on CMS Core Measures and UHC Mortality Index, as well as achieving three straight years of top 20 rankings in the UHC ranking of Academic Medical Centers and Teaching Hospitals annual assessment of quality data.

"Juanita understands the importance of building mutually beneficial relationships to achieve improved performance," Smith said. "We're excited to partner with her to address the most urgent challenges of today's healthcare organizations."

About B. E. Smith:

Founded in 1978, B. E. Smith is a full-service leadership solutions firm for healthcare providers. B. E. Smith's comprehensive suite of services includes [Interim Healthcare Leadership](#), [Permanent Executive Placements](#) and [Consulting Solutions](#). The company is comprised of veteran healthcare leaders who partner with each client to create a solution that fits that client's unique needs. B. E. Smith maintains one of the largest databases of skilled healthcare leadership and interim executive candidates in the industry and recently placed more than 600 total [leaders into healthcare organizations worldwide](#). For more information, visit www.BESmith.com or call 877-802-4593.

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