

David Qu, MBA, FACHE, FACDHM, CPHQ

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Global Business Leader, Board Member and Executive Coach

David is an accomplished global leader, board member, innovator, investor, and executive coach, with 30 years of experience in technology, healthcare, and adult education, leading strategy, innovation, operation, marketing, sales, partnership, mergers & acquisitions, and joint ventures. He has held various P/L responsibilities at large publicly traded corporations, VC-funded startups, and not-for-profit institutions. He has traveled to more than two dozen countries, working with governments, clients and global partners. He has taken many board and advisory board roles.

Business Expertise

- Leadership Development
- Corporate Strategy
- Financial Acumen
- Mergers & Acquisitions
- Culture Transformation
- Product Innovation
- Sales Management
- Venture Investment
- Business P/L
- Organization Turnaround
- Strategic Alliance
- Board Governance

Recent Executive Roles

THE JOINT COMMISSION, OAK BROOK, IL

Global Vice President – SaaS Technology Products, Global eLearning and Digital Publishing 2012 – 2024

With the mission of improving healthcare quality and patient safety, The Joint Commission is a global leader with clients in 75 countries. As a senior executive and corporate officer of this \$280M revenue organization, David led 3 global business units and has brought numerous innovations to the domestic and international markets. Developed a high-performance team of 130+ professionals. Contributed to overall enterprise strategy and business execution.

- **SaaS Technology Products:** Led a drastic business turnaround, reversed 4 years of revenue decline (2008-2011), delivered 12 consecutive years of growth, from under \$6M ARR to \$25M ARR, increased contribution margin from 14% to 42%. 3,000 institutional clients including all branches of VA and DHA, 98% YoY customer retention, and 78% market share. Executed a competitive and highly scalable business strategy with innovations in Azure cloud, mobile data collection, digital tracers, safety rounding, data analytics, executive dashboard, performance benchmark, and machine learning. Expanded the flagship platform to APAC, Middle East, EU, and South American regions of the international market.
- **Global eLearning and Digital Publishing:** Turned global education from a lost leader to a profit center. Developed new content in patient safety, infection control, medication management, health equity, emergency management, workforce resilience, and healthcare decarbonization. Launched enterprise digital subscription business model (“Netflix model”). Pivoted learning technology to live stream, on-demand, new Learning Management System (LMS), and micro-learning. Transformed the publications business from 100% hardcopy to 90% digital. Sustained high efficiency and 20% net operating margin YoY.
- **Joint Commission International:** Traveled to countries in the Asian Pacific, Middle East, and Europe for business development, sales, marketing, client visits, market research, product launches, and strategic ventures. Launched the JCI global virtual conference during the pandemic and enrolled over 5,000 learners. Sealed strategic partnerships with Elsevier, Wolters Kluwer, and Cognizant. Assisted with the formation of JV China with China Health Resources. Established technology development and service center in Chennai, India. Built strategic relationships with the Ministry of Health of Singapore, Israel, and other countries.
- **Board Engagement:** Closely worked with The Joint Commission and Joint Commission Resource boards and various committees for 12 years. Aligned business strategy with the board’s vision.

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ALLSCRIPTS HEALTHCARE SOLUTIONS, CHICAGO, IL

2010 - 2012

General Manager | Senior Vice President

Senior executive for an international Electronic Health Record (EHR) leader with \$1.6B annual revenue and \$3.5B market capitalization. Held overall management responsibilities for the Connected Community Care market segment, including solutions for Accountable Care Organizations (ACO), Population Health Management, Health Information Exchange, Transition of Care, Patient Engagement, Patient-Centered Medical Home, Clinical Trial, Electronic Prescription, and Electronic Patient Referral. Led a dozen product lines across the US market.

- Led complex product integration between Allscripts and Eclipsys, the largest healthcare IT merger in 2010.
- Catalyzed over \$100MM health system total sales for Allscripts clinical products and services over 2 years.
- Built strong and intimate C-Suite relationships (CEO, CMO, CMIO, CIO) with over 30 large health systems.
- Drove data analytics and Health Information Exchange strategies across the organization.
- Innovated mobile prescriptions, mobile electronic health records, and patient kiosks.
- Managed strategic partnerships with BlueCross BlueShield, dbMotion, Surescripts, RxHub, FollowMyHealth, Argus, Medem, CareFx, ACS, HealthVision and Relay Health that contributed to over \$65MM annual revenue.
- Developed industry collaboration with Cerner, McKesson, GE Health, NextGen, MEDITECH, and Athena.

CELLTRAK TECHNOLOGIES, SCHAUMBURG, IL

2006 - 2010

President and CEO | Board Chair

Oversaw ongoing growth and business development as a North American market leader and innovator of in-home and in-community care delivery solutions that allow providers and payers to coordinate and provide care, efficiently and effectively. Employed GPS and mobile technology to validate home visits, prevent massive Medicare fraudulent claims, transform visit verification, point-of-care documentation, workflow automation, and field force management. Led overall company venture capital raise, business strategy, innovation, sales, marketing, and operations. Built new go-to-market channels and strategic alliances across the North American market.

- Innovated a brand-new business model and GPS tracking technology. Disrupted the home health industry. Awarded US patent 8,019,622 (Homecare workforce management based on mobility and GPS tracking).
- Raised \$4M institutional VC funding, led by MK Capital in Northbrook, Illinois.
- Opened the Canadian home care market, established a business presence, and won key customers in Canada.
- Negotiated business partnerships with all major Telecom Carriers (TELUS, AT&T, Sprint, Verizon, ALLTEL) and homecare EHR companies in the North American market; led all key sales and wins in North America.
- Led the Board of Directors meetings, activities, and governance.
- CellTrak was eventually acquired by HomeCare HomeBase.

Other Executive Roles (1996-2006)

Vice President of Product Management at Allscripts Healthcare Solutions (MDRX)

Senior Vice President of Product Strategy and Management at Park City Solutions (a GTCR Company)

President and CEO | Board Member at Netsteps Corp (acquired by Private Equity firm GTCR)

Education

Executive MBA – Kellogg School of Management, Northwestern University, Evanston, IL, 2005

Master of Computer Science (MSCS) – The University of North Carolina, Charlotte, NC, 1993

Bachelor of Computer Science and Engineering – Tsinghua University, China, 1990

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Current Affiliations

- Investor & Limited Partner, 7Wire Ventures (\$500M AUM), 2025 - Present
- Executive-In-Residence, MATTER Health, 2024 – Present
- CEO Coach to Secured Health, MedInsight AI, AITRICS, Visor Health, TherAppx, 2024 – Present
- Independent Board Member, Relay Robotics, 2024 – Present
- Strategic Advisor to MK Capital (\$400M AUM), 2023 - Present
- Limited Partner, Purple Arch Venture (Fund IV), 2020 - Present

Past Affiliations

- Board Member, Aspire, 2021 – 2022
- Board Member, Illinois Association of Healthcare Quality, 2019 – 2021
- Board Member, Chicago Virtual Charter School, 2014 – 2016
- Board Chair, CellTrak Technologies, 2006 – 2010
- Board Chair, Netsteps Technologies 1997 – 2021
- Advisory Board, Inference Analytics, 2021 – 2023
- Advisory Board, Fluidity Health, 2020 – 2021
- Advisory Board, BlueJay Mobile, 2018 – 2019

Professional Certifications

- Stanford Innovation and Entrepreneurship Certificate, Stanford University
- Executive Scholar of Professional Achievement, Kellogg Business School, Northwestern University
- Fellow of American College of Health Data Management (FACHDM)
- Fellow of American College of Healthcare Executives (FACHE)
- Certified Professional of Healthcare Quality (CPHQ), National Association of Healthcare Quality
- Patient Safety Certificate, Armstrong Institute for Patient Safety, Johns Hopkins Medicine
- Certified Change Agent, The Joint Commission
- Certified Yellow Belt, The Joint Commission

Executive Training

- Data Monetization Strategy, MIT Sloan Business School
- Leading Global Business, Harvard Business School, Harvard University
- Strategic Global Leadership, Wharton Business School, University of Pennsylvania
- Creating Values through M/A, Kellogg Business School, Northwestern University
- Strategic Alliance and Partnership, Kellogg Business School, Northwestern University
- Digital and Content Marketing, Mendoza College of Business, Notre Dame University
- Digital Innovation Strategy and Management, Booth Business School, University of Chicago
- Accelerating Sales Force Performance, Kellogg Business School, Northwestern University
- Board Effectiveness and Accountability, Kellogg Business School, Northwestern University
- Driving Innovation in Nonprofit Organizations, Kellogg Business School, Northwestern University
- Artificial Intelligence for Business Transformation, Kellogg Business School, Northwestern University