



JAMES CALVER

PARTNER - EXECUTIVE OPERATIONS; INTERIM & FRACTIONAL CEO, COO, & CCO.

HEALTHCARE, LIFE SCIENCES, AND BUSINESS SERVICES



RELEVANT EXPERIENCE

James Calver is a Partner in TechCXO's Executive Operations practice and assists clients as an interim and fractional CEO COO, and CCO. James' leadership roles have included:

Board Director of Alcanza Clinical Research (*a Martis Capital portfolio company*) – Alcanza Clinical Research is a PE-backed next-generation site network organized to support the most significant demands in clinical trials: diverse patient access, efficient enrollment performance, and clinical quality. James was instrumental in developing the strategic thesis, M&A pipeline development, and execution and helped set the organization's strategic direction so it can achieve its purpose. He also assists in overseeing financial performance, risk management strategy, compliance, operational excellence, and building the organization's culture.

CEO and Board Director of EMSI (*a BPOC and LEP portfolio company*) – For this leading provider of tech-enabled home and telehealth services, backed by PE firms BPOC and LEP, James drove the complete transformation of the business, including new growth, mission, vision, values, and corporate and business unit strategies. He drove significant revenue growth and profitability by delivering new segment growth, integrating and consolidating operations from prior M&A, implementing digital workflows, restructuring sales for commercial excellence, reducing expenses, top grading leadership, and growing existing and new clients.

Board Director and Operating Partner for RSA Medical (*a BPOC and LEP portfolio company*) – James was appointed Independent Board Director. He provided insight, strategic guidance, and pragmatic counsel to enhance performance. He worked with the CEO and Founder to develop and deploy a successful post-Affordable Care Act strategy. James also coached and advised on building functional best practices in Finance, HR, Technology, and Operations, preparing the company and management team for a successful exit.

CEO and Managing Partner of Allexian – For this Healthcare advisory business, James worked with C-level executives and Boards on bottom line and value creation strategy and operations improvement. Sectors include Home Health and Home Care, Hospitals, Physical Therapy, Wound Care, Long-term Care, Labs, Clinical Trial, Physician Practice Management, and Wellness companies.

In addition, James was a public company turnaround **CEO and Board Director of Hooper Holmes**, a 2,500-employee business services company; **President of General Electric Small Business Solutions**, **CEO of XOsoft** (backed by Goldman Sachs PE), and **SVP at Mellon** (now BNY Mellon).

PERSONAL STATEMENT

I help companies solve growth challenges, transform operations, and build and motivate teams, creating new equity value. I do this by focusing on a clear and shared strategy, energizing sales and account management, delivering M&A growth and integration, and driving operational excellence. By improving dialogue at all company levels, practicing fiscal responsibility, and encouraging diversity of thought, I find the growth opportunities others have missed, stay focused on cost savings, product, and process innovation, and adjust course quickly to unforeseen market opportunities and economic realities. Pure and simple, I am a problem solver.

I have been instrumental in multiple debt and equity raises, Private Equity transactions and have served on many Boards. I am hands-on; I roll up my sleeves. I like to serve so that every employee understands their contribution to revenue and earnings growth and feels a sense of ownership of outcomes and results.

PRACTICE FOCUS

STRATEGIC PLANNING, GROWTH & EXECUTION

- Company Mission & Vision Development
- Company Growth Strategy
- Customer Experience Strategy & Design
- Data Monetization
- Go-to-Market Strategy
- Organizational Alignment
- Product & Services Portfolio Planning
- Product Management
- Strategic Negotiations
- Transformation
- Partnerships & Strategic Alliances
- Structure, Systems Reporting & Accountability

BUSINESS OPERATIONS & KEY INITIATIVES

- Change Management
- Digital Transformation
- Technology Optimization
- Benchmarking & KPIs
- Profitability & Process Improvement
- R&D Oversight
- Services Design & Optimization
- Technology Commercialization

EDUCATION

James earned his **MBA**, with Distinction, from **Harvard Business School** and his **Bachelor and Master of Engineering** from **Oxford University, UK**.

SECTOR EXPERIENCE

COMMERCIAL SERVICES (B2B)

- Consulting Services
- Education & Training Services
- Human Capital Services

FINANCIAL SERVICES & INSURANCE

- National / Regional Banking
- Insurance Brokers
- Life & Health
- Multiline Insurance

HEALTHCARE

- Clinics/Outpatient Services
- Drug Discovery
- Elder & Disabled Care
- Hospitals/Inpatient Services
- Laboratory Services
- Managed Care
- Medical Records Systems
- Practice Management

TECHNOLOGY, SOFTWARE & SERVICES

- Automation/Workflow
- Business/Productivity Software
- Education Software
- IT Consulting & Outsourcing