

# Jeremy Elias

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## Summary

Jeremy Elias is the Founder and CEO of TrackMy Solutions (TrackMy). He has over 15 years of healthcare industry experience, specifically working on the development of technology solutions to enhance the care delivery and administrative functions. Through Jeremy's entrepreneur and visionary expertise, he created the TrackMy platform to focus on the e2i2 of healthcare (Engage, Educate, Inform, Involve). Jeremy's vision is to redefine standards of care in the immunization tracking, implantable device, and virtual-care spaces - leveraging technology to improve outcomes and save lives. Jeremy resides in Kansas City with his lovely wife, and their three energetic kiddos.

The TrackMy story is personal for Jeremy, as his best friend's grandfather passed away as a result of a defective pacemaker. Through this experience, he founded TrackMy and created TrackMy Implants (TrackMy's first commercial product offering), a closed looped, cloud-based solution which connects directly to the FDA database and through proprietary software, will match the device implanted in a specific patient to any recalled device, issuing a customized notification to the patient, provider, and facility of the potential issue and instructions to the patient of what his or her next steps should be. TrackMy Solutions is increasing patient safety and creating a well-defined efficient process to ensure patients are informed as to the functionality of devices that are implanted in their body.

With the onset of COVID-19 and the challenging impact it has made to the world, Jeremy challenged the TrackMy team to think outside the box and have a part in fighting the pandemic - TrackMy has been proactive in pivoting some of our focus to create a line of products that do just that and increase safety. TrackMy Vaccines, TrackMy VeriVax and TrackMy Lab Results are all available to clients immediately to help with vaccine administration tracking and reporting, Vaccine verification, and COVID test result tracking. Through these solutions, TrackMy is doing our part to increase safety and continue to save lives through technology!

## Experience



### Founder and CEO

#### TrackMy

Apr 2017 - Present (6 years 3 months)

TrackMy® Solutions is a web application company centered initially around the healthcare industry using API platforms to create scalable applications. We are an industry-leading, Healthcare-IT company – able to pull off ambitious goals around Simplifying Health Data access with a guarantee to improve compliance processes. TrackMy offers several solutions to the market, including VeriVax – an industry only true vaccine verification program and is committed to be an active-listening and learning company for our clients to constantly deliver valuable partnerships.

At TrackMy we focus on the Double E, Double I of Healthcare - Engagement of individuals and communities to be more educated, make informed decisions, and have more involvement in the management of their health. *\*Engage, Educate, Inform, Involve*



## **Regional Services Sales Leader**

### **Cerner Corporation**

Jan 2017 - Nov 2019 (2 years 11 months)

- Responsible for Professional Services Sales for the Focus (Cerner's Largest Strategic Clients) Southeast Region (FL, GA, NC, SC, MS)
- 2018 Success - Achieved 120% of Sales Target for the Year
- Successfully eclipsed \$150M+ Services Sold to date in working with large complex client needs -Drive planning discussions with client and Client Results Executive
- Identify appropriate scope of work that addresses clients' needs comprehensive of all Cerner offerings -Ensures rapid adoption of new technologies and continuous optimization
- Works on strategic roadmap sessions
- Ensures client is in alignment with Cerner offerings
- Engages client in work planning sessions
- Manages multiple clients at a time
- Provides comprehensive bundled solutions that resolve client problems
- Facilitate movement from strategic plan to an executable work plan



## **Sr. Integration Architect**

### **Cerner Corporation**

Nov 2015 - Dec 2016 (1 year 2 months)

- Cerner Master's Award Recipient Aug. 2016 - awarded for collaboration amongst many Cerner team's around creation of a new workflow for Transition of Care (that is now adopted into Cerner's Model System); For selling the first Comprehensive Regulatory offering (net new Margin for the Regulatory practice); Consulting with clients around Meaningful Use resulting in over \$8MM of Incentive money for the 2015 Reporting Year
- Continued support of Meaningful Use Initiatives while focusing on improving the client experience - Technical Project Management expertise; Manage 8-10 client projects concurrently -Sales Leader on the Cerner MU Team; Responsible for taking sales leads and turning them into signed contracts post successful negotiation



## **Integration Architect - Regulatory Compliance/Meaningful**

### **Use Cerner Corporation**

Feb 2014 - Oct 2014 (9 months)

- Focused on Meaningful Use within the Regulatory Compliance Consulting Practice -Experienced with Package/Code Management and working with Clients to ensure they have technical code requirements mapped out
- Understanding of CCL/SQL and Meaningful Use Functional Reporting to meet each individual measure using existing technology
- Knowledge of Millennium workflows and how they map to meet Meaningful Use objectives - Designed and implemented custom client-requested workflows to meet difficult Meaningful Use objectives
- Knowledge within many Cerner related applications to manage client's domain -Up-to-date on the latest Cerner technology to meet Meaningful Use (ie - optimization workflows) -Strategize with clients to achieve optimal outcomes within the Regulatory landscape -Issue/Task creation knowledge and ability to complete said task-list

## **Consultant - Integration Services**



### **Cerner Corporation**

Oct 2013 - Jan 2014 (4 months)

-Responsible for the implementation of Cerner solutions at client site, typically for a multi-solution project. Coordinate design, system validation, and implementation activities across solutions and venues of care.



## **Consultant - Financial Systems**

### **Cerner Corporation**

Sep 2012 - Jan 2014 (1 year 5 months)

-Nominated for Cerner's CFO Award 2013 for design, creation, and implementation of an Automated Revenue Process (complete with audits) within the Peoplesoft Contracts 9.1 Module; Move data from the Contracts tables to the subledger and ledger tables

-Project Lead - Focused on improving Cerner's current contracting build through Peoplesoft Contracts transactions process. This project is key to the continued future growth of the Corporation. Leading a group of 20 associates pushing for change

-Project Lead - Peoplesoft Contract Line Increase Process; Drive improvements in how the organization handles a contract increase; Communication across the Finance groups with ultimate result an increase in margin/efficiency

-Continued support of Peoplesoft Contracts 9.1, Order Management 9.1, Siebel Sales (Navigator) interfacing into Peoplesoft, and multiple internal-grown applications



## **Sr Business Analyst/Consultant Financial Systems Team**

### **Cerner Corporation**

Jan 2011 - Sep 2012 (1 year 9 months)

-OAUG Ambassador

-Currently leading a project to redesign a custom application via Visual Basic; Writing new .NET framework/VBA code to be used within excel to create custom views of items running through finance system

-High-Expertise in diagnosing, solving, implementing change for existing issues within Peoplesoft Financial Application through fit-gap analysis

-Creation of Master Requirements Docs. and Functional Design documents to detail business processes and change requests

-Coordinated work efforts across multiple organizations (including issue testing/communication) to successfully upgrade Cerner's financial system to current version (Peoplesoft 9.1; through HP Quality Center)

-Daily management of financial obligations within the Peoplesoft financial system (Focused on Contracts/Order Management/Billing modules, query/sql creation)

-Creation and management of custom SQL queries within Excel using Visual Basic for end-user groups -Implementation of new business processes, training, and communication based on need of the end user groups

-Project Lead Contract Increase Process; work included review of all current Client contracts and data input into custom created Access tool; Cross functional review of data/project with Finance groups; Research and support with technical resources around a custom increase process creation - Audit Project Completion for Contracts and Order Management modules; work consisted of defining current audits, creation and implementation of new custom audits, and audit automation to achieve an end-result of accurate financial numbers; Focus on Quality Assurance of Financial System - Research and analysis of financial impacts and external third party software opportunities (Focus on increased efficiency of business processes)

-High-Level knowledge of Siebel Sales application; Understanding of the table structure, how to query

the data, and how to complete user tasks; Created custom reporting for end-users to obtain data from the system



## **Project Accountant Financial Operations**

### **Cerner Corporation**

Oct 2008 - Dec 2010 (2 years 3 months)

- Prepare, Update, and Analyze financial information for the Cerner LifeSciences region -Continued daily work efforts within the Oracle PeopleSoft Financial system; Accountant role duties as well as ownership and processing of the Fixed Fee Revenue process; established expert knowledge within PeopleSoft contracts, Peoplesoft Query, and SQL
- Active member of the Project Accountant Council; Council discusses crucial topics causing issues across the accountant group and works to find an answer to benefit the overall group -Active member of the Upgrade Council; Council actively meets and works together on topics supporting Cerner's upgrade to the PeopleSoft 9.1 Environment; Led distribution of workload across the accountant group
- Cost Account Reallocation project lead; work included reallocation of accounts payable data across the proper client base, assist with Microsoft Access tool creation and active access tool management; continued cost account client reconciliations on a monthly basis
- Galt Audit Project lead; work included reviewing all Cerner Galt clients for compliance of active license seat counts against contractual purchases; project has accounted for additional margin for Cerner Galt overall



## **Service Provider**

### **UPS**

Jun 2008 - Aug 2008 (3 months)

- Delivered various service level packages to customers; Learned logistics of the overall business



## **Financial Supervisor**

### **UPS**

Jul 2006 - May 2008 (1 year 11 months)

- Supervised a workforce that consistently achieved the weekly revenue goal and was recognized as best-in-class multiple times
- Responsible for safety compliance, training, discipline, recognition, staffing planning, and payroll for 11 auditors on a daily basis

## **Education**



## **University of Missouri-Kansas City**

Bachelor of Business Administration (B.B.A.), Finance, General

2005 - 2009

## **Skills**

Communication • Team Leadership • Strategy • Diagnosing, solving, implementing change for issues in web-based Applications • Coordination • Project Coordination • Issue testing within web applications (Peoplesoft) • creation of sql queries • creation of sql queries via excel using visual basic • Visual Basic