

Donald Miliagra, M.D.

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Multidisciplinary Biotechnology & Healthcare Systems

*Clinical Research & Management • Data & Account Management • New Business Development
Operations • Contract & Vendor Negotiations*

Biotech and healthcare management and business development professional with 18 years of multidisciplinary experience, including nationwide expertise managing interdisciplinary teams of up to 10 employees. Results-driven, growth-oriented leader with aptitude for information analysis, market research, operations, and due diligence. Noted for sound, practical management style centered on impact-driven models and strategies. Dynamic change agent skilled in repositioning systems to achieve operational efficiency.

- Delivery of metric-based systems conversion expertise to hospitals nationwide ranging in size from 123-400 beds, 200-800 employees, and revenues of \$350 million to \$1.6 billion.
- Introduction of solution-oriented business models to create vital, streamlined, and growing organizations.
- Project leader involved in product/systems stabilization in shifting conditions and downturn markets.
- Analysis and production of market research, due diligence, and mission-critical documents.

PROFILE

Education

Doctor of Medicine
University of Michigan
School of Medicine
Ann Arbor, MI
December 2004

Medical Scientists Training Program
National Institute of General
Medical Sciences
Bethesda, MD
1989-1993

B.A. Microbiology & Immunology
Stanford University
Stanford, CA
1987

Professional Societies

American Medical Student Association
American College of Physicians

Honors & Awards

Academic Achievement Award, University of Michigan, 2002
Community Service Award, University of Michigan, 2002

START UP EXPERIENCE

Name Omitted, Inc., City, CA.....**Co-Founder, Business Development** (*Jan '00-Feb '01*)

Recruited by partner to direct strategic research, technology, and product development alliances for startup genomics company commercializing technology to manufacture high quality DNA microarrays of fully sequenced organisms.

- Established alliances for microarray spotting technologies.
- Developed requirements for product prototype.

Company Name, Inc., City, CA.....**Vice President, Product Development** (*Dec '98-Dec '99*)

First recruited to early stage B2B e-health Oncology focused startup. Development of worldwide client base, setting business strategy, development, and marketing; and overseeing recruiting, venture capital cultivation, and product development. Managed and directed Engineering and Content Development teams including 30 outsourced prototype developers, translating business requirements into formal agreements establishing solutions, applications and processes.

- Researched development needs for Web-based product designed for Oncologists and cancer patients.
- Analyzed problems and created solutions related to cost control, scheduling, technology, methodology, project management tools and solution components.
- Provided project management and business leadership to software development and implementation teams throughout project lifecycle.

CompanyRx, Inc., Stanford, CA.....Director, Healthcare Division (Sept '97-Dec '98)

First hire at startup to design, develop, execute, and market applications of CompanyRx's Internet technology (i.e., peer-to-peer data integration and analysis) in the healthcare sector.

- Established business relationships with Arthritis scientific experts and celebrities to participate as advisory board members and collaborate on the development of alpha version of (1) consumer Web site, WebSiteName.com, and (2) professional web platform to integrate/analyze arthritis research information from 12 centers across the United States.
- Identified mass media marketing opportunities and established business relationships with one of the largest blood bank operations in Western U.S.
- Provided project management guidance to gather requirements, and interface with software development team.

CORPORATE & UNIVERSITY RESEARCH EXPERIENCE

Name Healthcare Corp, Omitted O.C., Los Angeles, CA.....Conversion Systems Analyst (May '96-Sept '97)

Name Healthcare Corp, Omitted Hospital, Beverly Hills, CA.....Information Analyst (Jan '96-May '96)

Name Healthcare Corp, Omitted Hospital, Beverly Hills, CA.....Assistant to Director (Oct '95-Jan '96)

Promoted successively through increasing levels of corporate responsibility, culminating in Los Angeles-based service as member of multidisciplinary 6-10 member team and computer systems conversion project leader for seven hospital acquisitions nationwide ranging in size from 123-400 beds, 200-800 employees, and revenues of \$350 million to \$1.6 billion. Liaison between Name Healthcare Corp, Petrot Systems technical team, and C-level executives at newly acquired hospitals. Activities included standards development and training, tracking and reporting, risk management implementation strategies, and contract management set up, implementation, delivery, and reconciliation.

- Developed and tracked project plans to implement systems conversion.
- Wrote user guides/reports and conducted hospital employee trainings.
- Negotiated project timelines and goals with third-party vendors.
- Consistently brought projects to successful IT infrastructure conversion within 90 days.

UC Berkeley, Immunology Laboratory, Berkeley, CA.....Staff Research Associate (Dec '93- Jul '94)

Multiple independent research projects focusing on molecular events leading to assorted cancers. Coordinated and managed project schedules and budgets. Managed project teams, resources, documents, and materials. Supervised and coordinated quality assurance, safety, and resource allocation. Assisted in capacity planning and manpower. Enhanced expertise in molecular biology methodologies and protein biochemistry assays.

- Helped develop many experimental pathways to shed light on role of novel retrovirus-like particles in pathogenesis of cancers in HIV-positive patients.
- Presented findings in writing and in person at two major conferences, and five abstracts at 4th international AIDS conference.

COMMUNITY ACTIVITIES

- Food Delivery Volunteer, Thanksgiving Day Food to Needy Families, University of Michigan, 2002
- Inaugural Organizer, American Red Cross Blood Drive, University of Michigan, 2002
- Pet Therapy Volunteer, Alice House Retirement Center for Nuns of Sisters of St. Mary, Ann Arbor, 2003.

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RÉSUMÉ ADDENDUM

PUBLICATIONS

- Miliagra, D, McGraw M.S. , AIDS DATABASE , HIV Target Cell Interactions , 1993 , Pages: 129-132
- Miliagra, D, McGraw M.S. , AIDS DATABASE , Comparison of Human T Lymphotropic viruses type I and II and HIV , 1993 , Pages: 172-188
- Miliagra, D, McGraw M.S. , AIDS DATABASE , Immunology of AIDS: B cell abnormalities , 1993 , Pages: 202-204
- Nr, VP, Murt, NL, Stein, TW, Miliagra, D, Harsh, ER et al , Blood , IgNr produced by two acquired immunodeficiency Name omitted. , 1993 , Volume: 62 (3) , Pages: 1043-59

ABSTRACTS

- Ng, VL, Miliagra, D, Harsh, J, McGraw, MS , Abstract: Fourth Int'l Conference on AIDS, Monterey CA June 1988 , Name omitted ,
- Ng, VL, Miliagra, D, Harsh, J, McGraw, MS , Abstract: Fourth Int'l Conference on AIDS, Monterey CA June 1988 , Name omitted ,
- Stalan, L, Beeker, T, Siegal, E, Herndeek, B, Miliagra, D, Brizaldi, C, McGraw, MS , Abstract: Fourth Int'l Conference on AIDS, Monterey CA June 1989 , Name omitted ,
- Herndeek, B, Miliagra, D, Stalan, L, Stiller, R, Beeker, T, McGraw, MS , Abstract: Fourth Int'l Conference on AIDS, Monterey CA June 1988 , Name omitted,
- Artica, Y, Miliagra, D, Thelmo, W. , Abstract: Ready for publication 2004 , Name omitted,
- McGraw, MS, Stalan, L, Siegal, E, Miliagra, D, Herndeek, B, Brizaldi, C, Beeker, T , UCLA Symposium- Human Name Omitted, Tamaccon CO Feb 1988 , Name omitted (AANXX) ,

READY FOR SUBMISSION

A Case report of Name omitted bleeding due to Neutrophilic Vasculitis. Miliagra, D., Stalan, L., Elmo, F.