



## FEDERAL OCCUPATIONAL HEALTH

Improving the health, safety, and productivity of our Federal employees.



### R. SCOTT JOHNSTON, M.B.A.

Scott Johnston serves as the Director for Business Development (BD), Federal Occupational Health Service (FOH), U.S. Department of Health and Human Services (HHS). In this current capacity, he leads a dedicated team to achieve FOH's mission to HHS and other Executive Departments through Business Development initiatives. He is recognized for his efforts leading the Agency's "High Gear" initiatives for Portfolio Manager, Service Manager, and currently co-chairs the PSC Business Development Initiative.

Prior to his current appointment, Mr. Johnston served as the Director of Administration and Resource Management (ARM) at FOH from April 2008 to September 2010. As ARM Director, Scott Johnston was responsible for oversight of a variety of key functions, including budgeting, finance, contracting, human resources, information technology, and administrative activities.

Scott started his health-care career at Georgetown University Medical Center as a Special Projects Administrator in the Department of Medicine before moving on to a Reengineering Associate position in the Hospital and later becoming a Financial Consultant in the Office of the Chief Financial Officer. He then joined PricewaterhouseCoopers (formerly Coopers & Lybrand) as an Assurance and Business Advisory Services Manager, responsible for leading and managing complex projects in the health-care financial management arena, including the design and implementation of internal controls, revenue cycle redesign, cash flow analysis, and valuation of accounts receivable. While Technical Director at the Healthcare Financial Management Association, he served as a member of the National Uniform Billing Committee and served as the Project Director for the industry-wide Patient Friendly Billing project, designed to help hospital and health system leaders create a more patient-focused health-care billing and collection process. Scott comes to the Federal Government from Booz Allen Hamilton where he was a Project Manager, overseeing projects that included financial assignments for the Veterans Health Administration and Navy Medicine.

Scott graduated from Lynchburg College with a Bachelor of Arts in Business Administration and Communication (with high honors) and received a Masters of Business Administration and a Masters of Science, Business Management from Johns Hopkins University. He is a Board Certified as a Fellow in the Healthcare Financial Management Association and a Board Certified Patient Accounts Manager, from the American Association of Health Care Administrative Management.

Scott sits on the Board of Directors for Community Services for Autistic Adults and Children and the Board of Managers for St Andrew's Society of Washington DC. He has had numerous professional articles published in leading industry publications, and he has been profiled and quoted in many industry publications, including Information Week, Modern Healthcare, U.S. News and World Report, Health Leaders, and The Washington Post. He also has considerable public speaking experience having made over 100 professional speeches and presentations nationwide.