
ABOUT US

BRICKHOUSE•MARTIN Healthcare Engineering is a small, women-owned professional service firm dedicated to helping clients gain insight and maintain focus on improvement opportunities. We assist federal, state, and commercial healthcare organizations in overcoming obstacles to quality service and process improvement through proven engineering analyses, professionalism, and a total commitment to client satisfaction.

B•MHE was founded to address the dramatic business process redesign efforts that healthcare organizations were struggling to accomplish. The magnitude of change involved in these efforts was inspiring, although many resulted in sub-optimal implementation successes. Oftentimes the organization could not support utilizing the expensive services of the larger, world-wide firms for implementation; yet they needed an objective, focused change agent to direct the roll out of new processes and systems. In most cases, they could not independently maintain the *Momentum of Change*.

After 14th years, B•MHE has the experience and stability to offer a range of services that address the needs of healthcare organizations today.

- We establish value-based working relationships. •
- We function as your 'in-house' consultant. •
- We stay with you until the work is done. •

At B•MHE, we are vested in the success of every engagement. And because of our flexible size, we can deliver quality service at fees consistent with the economic goals of your organization.

SERVICE OFFERING

Project Management • Facilitation • Process Improvement & Reengineering
Education & Training • Strategic & Functional Planning • Technology Needs Assessment
Myers Briggs based Management Development & Teambuilding • Performance Measurement

PARTIAL CLIENT LIST

- Loudoun Healthcare Inc., Leesburg, VA
- DynCorp/FMAS/AdvanceMed, Reston, VA
- APACHE Medical Systems Inc., McLean, VA
- Virginia Hospital Center, Arlington, VA
- Cook-Ft Worth Children's Hospital, Ft Worth, TX
- Veteran's Administration, Washington, D.C.
- CMS, Baltimore, MD
- Vencor, Inc., Louisville, KY
- Uniformed Services University, Bethesda, MD
- National Institutes of Health., Bethesda, MD
- DeRoyal Industries, Powell, TN
- Georgetown U. Medical Center, Washington, DC
- Blue Ridge Hospice, Winchester, VA
- Baxter Healthcare, Deerfield, IL

AFFILIATIONS

Affiliations with other healthcare service organizations and individuals enable B•MHE to quickly formulate a customized team of industry experts, and provide a depth and breath of service typical of a much bigger firm. B•MHE has access to experienced associates with specialties in Executive Management, Physician Practice Management, Information Technology Design & Development, Clinical Quality Improvement, Patient Care Services, and Clinical Education and Training.

ABOUT THE FOUNDER

Sharon Brickhouse Martin established B•MHE as a professional service firm in 1991. Ms. Martin is responsible for business development and marketing, as well as project staffing and completion. Typical B•MHE engagements include: organization-wide and departmental process improvement, education and teambuilding, strategic planning, and information needs assessment and system development. For example, at a small acute care hospital client, Ms. Martin managed the implementation of a re-engineered care delivery model. It required facilitating and directing the work of over 100 physicians and employees in 20 different teams concerned with information technology integration, clinical pathway and case management development, human resource restructuring, and hospital-wide educational program development. For another client, a healthcare technology vendor, she managed the alpha and beta test phases of a new technology for patient recruitment, and she developed and delivered a comprehensive educational program for a nation-wide systems roll-out to over 200 clinical users.

Ms. Martin is a senior healthcare consulting professional with over 20 years of experience in organizational and operational evaluation and improvement, initially in the manufacturing industry, and predominately in the healthcare industry. Her specific skills and experience include business process reengineering, organizational restructuring, information and resource utilization, management development and teambuilding, and overall project management. She is an experienced facilitator and trainer, and has been a frequent speaker on the subjects of reengineering and process improvement. Healthcare clients have included teaching and non-teaching hospitals and health systems, physician associations, information systems and supply vendors, managed care organizations, and military and government healthcare organizations. Her employment background includes Carilion Health System, a 13 hospital system, and several consulting firms; Management Analysis, Inc., Ernst & Whinney, Booz, Allen & Hamilton, Inc., and Coopers & Lybrand. She has a B.S. in Industrial Engineering & Operations Research, an M.E.A. in Engineering Administration, and is a certified Myers-Briggs Type Indicator instructor.

CONTACT US

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