



McRae Sharpe
CMPE

Principal

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Bachelor of Science
North Carolina State University

Master of Health Administration
(Finance and Planning)
Duke University

Industries Served:
Physician Services

Associations:
Medical Group Management
Association

*Certified Medical Practice
Executive*

McRae Sharpe, former president of FIS Associates, Inc. prior to the merger with Decosimo, is a Principal of the firm's Knoxville office. His experience in planning and strategic development activities began in 1978 and his experience in practice management activities began in 1982. McRae has served as an assistant director for the health systems agency serving the 16-county East Tennessee area.

He has served as corporate vice president of a large regional hospital system being responsible for research & development activities, physician practice management and recruitment activities. He has also served as president of a practice management subsidiary of a large integrated delivery system responsible for 90+ providers.

His services to clients include:

- Market and demographic projections
- Strategic planning and development
- Physician/Hospital relationships
- Merger and joint venture exploration
- Statistical interpretation of survey data
- Physician compensation planning
- Physician contracting and negotiation issues
- Medical practice management
- Operational benchmarking

McRae graduated from Duke University with a Master of Health Administration degree (concentrations in finance and planning) and from North Carolina State University with a Bachelor of Science degree. He is a Certified Medical Practice Executive with the American College of Medical Practice Executives and a member of the Medical Group Management Association.