

SCOTT E. BURGESS

SURGICAL CAPITAL SALES & OR INFRASTRUCTURE | HEALTHCARE CAP-X CONSULTANT

CONTACT

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EDUCATION

Bachelor of Science
Northeastern University
Boston, MA
1993 - 1999

CORE SKILLS

- Surgical Capital Sales
- OR Infrastructure Design
- OR Integration Planning
- MEP Systems
- Hybrid OR Planning
- Cap-X Project Management
- DICOM & HL-7 (Mirth)
- PHI & EHR Infrastructure
- SSL & Data Security Planning
- Territory Development
- P&L Management
- Distributorship Operations
- Hospital C-Suite Relations
- GPO Strategy
- Team Building
- AIA Compliance

MOST PROUD OF

Team Development

Transformed an underperforming region into a top-5 national unit in 24 months, driving 250% revenue growth and expanding team from 2 to 7.

Market Penetration

Created a CPA program with spend-based incentive structures, achieving 85% market penetration and boosting client engagement by 30%.

New Revenue Stream

Developed sales assets and methodology to expand market reach beyond OR equipment, creating a net-new revenue category.

ABOUT ME

⚽ Played Division I collegiate football at Northeastern

🏒 Former D1 strength coach for NHL prospects

🍄 Functional mushroom researcher and advocate

⚡ Electric skateboard commuter

CAREER SUMMARY

Closed \$100M+ in hospital Cap-X projects. 20+ years building the relationships that move surgical capital. Deep expertise in OR infrastructure, MEP systems, hybrid OR design, and capital equipment sales across major health systems, IDNs, and ASCs. Fluent in OR integration planning including PHI compliance, EHR connectivity, SSL security architecture, DICOM imaging workflows, and HL-7/Mirth interface infrastructure - the full technical stack that governs how surgical environments communicate and operate. Proven record of territory growth, team development, and business ownership - with the operational fluency to run and scale a high-performing rep firm or distributorship.

WORK EXPERIENCE

● Sales Engineer - OR1 Integration

KARL STORZ

2026 - Present | Carolinas

- Driving adoption of the KARL STORZ OR1 integrated operating room platform across the Carolinas, positioning the industry's leading surgical video integration solution against competitive systems.
- Consulting with hospital OR committees, IT leadership, and clinical engineering on full integration architecture including DICOM imaging, HL-7/Mirth interface engines, PHI compliance, EHR connectivity, and SSL security infrastructure.
- Leveraging 20+ years of OR infrastructure and Cap-X design expertise to accelerate clinical evaluations, shorten approval cycles, and translate complex integration requirements into capital investment decisions.

● Independent Healthcare Consultant, CEO

Integrated Healthcare Solutions

2019 - 2025 | Oak Ridge, NC

- Directed multimillion-dollar surgical suite and hybrid OR projects across the Eastern U.S., from concept to occupancy, exceeding clinical and operational benchmarks.
- Led owner-side project oversight managing budgets exceeding \$25M, coordinating consultants and ensuring alignment between design intent and hospital operations.
- Reduced project timelines, costs, and logistics by up to 80% through strategic pre-planning and real-time stakeholder collaboration.
- Operated with full P&L responsibility across a multi-state footprint - the same operational model as a high-performing medical equipment distributorship.

● Healthcare Planning & Design - Eastern Corridor Director

Getinge

08/2020 - 12/2024 | Wayne, NJ

- Directed surgical infrastructure planning and strategic sales across the Eastern U.S. for one of the largest surgical equipment companies in the world.
- Applied working knowledge of DICOM, HL-7/Mirth, PHI compliance, EHR connectivity, and SSL architecture to guide complex clinical technology decisions.
- Leveraged a two-decade network of OR directors, equipment planners, systems integrators, and design-build partners to accelerate deal cycles and win competitive accounts.

● Strategic Sales - Southeast Region

Stryker Communications

2013 - 2019 | Miami, FL

- Drove new business development across Southeast Florida, selling OR integration and communication systems into acute care hospitals and surgical facilities.
- Managed full sales cycle from clinical evaluation through capital budget approval, navigating complex decisions across C-suite, OR leadership, and facilities management.
- Built a regional pipeline from the ground up, converting competitor accounts and expanding Stryker's footprint across South Florida.

● Strategic Account Manager

Trumpf Medical (Baxter)

2004 - 2013 | Northeast Region

- Managed a multi-state territory in the Northeast selling capital OR infrastructure - surgical lights, booms, and table systems - to hospital systems, IDNs, and ASCs.
- Consistently exceeded quota through strategic account development, GPO alignment, and deep knowledge of hospital budget cycles and capital approval processes.
- Built long-term relationships with OR directors and equipment planners that became the foundation for a successful independent consulting practice.