# SANJAY K AGARWAL, MD, MBA, FCCP, FAASM

## PROFILE SUMMARY

- **ABIM certification in Sleep Medicine, Pulmonary Medicine and Critical Care Medicine.** **ABSM certification** in Sleep Medicine for lifetime. ABIM re-certification in Internal Medicine pending.
- Fellowship trained in **interventional Pulmonology** procedures like EBUS, ENB, PDT, endobronchial lasers or brachytherapy, Pulmonary Lavage, LIFE bronchoscopy, stent placements and rigid bronchoscopies.
- Superlative **procedural skills** including venous or arterial accesses, Right heart catheterization, airway management, biopsies, thoracentesis, paracentesis, Perc tracheostomy and Bronchoscopy procedures.

- Compassionate, Arduous, Transparent and Goal-oriented visionary leader with a passion for value and quality.
- **Chief Clinical Officer** at a start-up for a novel sleep device. Since Oct 2020.
- **Medical Director,** Respiratory Therapy Department. O'Connor Hospital, San Jose, CA. Since May 2022.
- **Leader** of the 'Health Hero' project and *Doctor Patron* for wellness movement '*Crack the Wellness Code*'.
- **Medical Director,** mentored by exiting CMO, at *Physician Medical Group*, largest IPA in South Bay. Utilization review meetings with providers at out pt and in patient and substantially reduced wastage, helped improve efficiencies and counseled consultants.
- **Expert reviewer** for the *Medical Board of California*, in Critical Care, Pulmonary and Sleep Medicine.
- Board member of the **Accreditation Committee of AASM** *(American Academy of Sleep Medicine)*

- **12+ Years of management experience,** as CEO and President of Health care ventures and exposed to business skills at a young age. Managed the entire RCM flow cycle from referrals to revenue, building teams, strategizing and positively adapting using analytics and benchmarks; thus creating competitive brands in a healthcare space crowded with large players. Completed 3 years of **MBA in Healthcare Management** in 2017.

- Recognized for **'Value and Service',** for premier health care businesses like insurance and hospitals per their data metrics and consistently rated higher 4.5+ stars among patients and providers. Recognized and respected among all strata of employees at the hospital and colleagues. Certified in CMS Meaningful use 6 years in a row; MIPS x 3 and in PQRS for several years consistently rated >90%.

- **President (2018-2019), American Association of Physicians of Indian Origin;** managed the affairs of 501©3 organization, raised funds, organized CME meetings or community assistance projects, digitalized the organization and improved membership outreach.
- **Board member of HOA** at office for 4 years.

- Exemplary **academic performance** throughout educational career in one of the best institutions in India and in the USA and maintain regular academic interests even in private practice.
- **Clinical, Research and Teaching** exposure throughout academic career. Continued efforts in teaching Medical students, PA, NP students, Medical assistants and externs.
- **Assistant Professor,** Kansas City University, Kansas. Medical students consistently score high on experience.
- **Grand rounds, CME presentations, Seminars** at institutional scientific sessions or community events.

- Technology savvy and experienced with several EMR platforms. Comfortable with usual computer software and hardware or troubleshoot them. Adept with productivity software and aware of the reach of social media. Have a common sense, intuitive & logical approach to situational needs. Serve in the capacity of CTO of own ventures.
- Sincere, dependable, personable, extrovert, grounded and grateful. Have good networking with physicians.
- Fluent in English, Hindi, Oriya, Kannada and Urdu with Excellent **Communication and Social Skills.**

NOT YET RETAINED

**Sep. 2013 – Jun 2017 MBA in HealthCare Management**
OREGON HEALTH SCIENCES UNIVERSITY (OHSU) (**http://thehealthcaremba.org** ) ***Portland, Oregon***
PORTLAND STATE UNIVERSITY (PSU)
Well rounded three year hybrid 'HealthCare MBA' program, part online and part traditional classroom teaching preparing future healthcare leaders. Courses in strategy, Project management, decision making, analytics, flow processes, value in health care, health care policy, health care law, health care structure, finance and delivery, etc. Graduated with 3.87 GPA. *Capstone project implemented by Kaiser Permanente, Portland.*

**Nov. 1, 2009** **17th Annual Assembly of the American Association for Bronchology and Interventional Pulmonology,** CHEST sponsored conference, San Diego, CA
**Sept. 12-13, 2008** **Second Annual Endoscopic Therapies for Airway and Esophageal Disorders**
Northwestern Memorial Hospital, Chicago, Illinois
**May 19, 2007** **Interventional Pulmonology update and Refresher Course**
Annual conference, American Thoracic Society, San Francisco
**Oct. 2, 2004** **Endobronchial Photodynamic Therapy: 'Hands On' training for Clinicians**
*Roswell Park Cancer Institute, Under Mentor Dr Gregory Loewen, DO*

**Jul. 02 – Jun. 05 Fellowship in Pulmonary, Critical Care and Sleep Medicine**
UNIVERSITY AT BUFFALO (http://medicine.buffalo.edu/departments/medicine/divisions/pulmonary.html) ***Buffalo, New York***
Rotations at Roswell Park Cancer Institute, VA Hospital, Buffalo General Hospital, Erie County Medical Center Excellent procedural and clinical learning opportunities in various settings at offices/ Wards/ TCU/ MICU/ SICU/ CCU. Learnt from respected teachers in advanced bronchoscopies, presentations, CPET's, PFT's, Sleep studies, research, Pulmonary Rehab etc. Presented 3 posters at national peer reviewed meetings.

**Jun. 99 – Jun. 02 Internship and Residency in Internal Medicine (*closed for financial constraints)***
UNIVERSITY OF ILLINOIS AT CHICAGO / MICHAEL REESE HOSPITAL ***Chicago, Illinois***
Supervised training with considerable autonomy; good overall exposure in both ambulatory and in-patient care Ample ER/ ICU/ CCU experience with a variety of subspecialty rotations, presentations and teaching opportunity.

**Jul. 89 – Apr. 95 M.B.B.S., MD (Class of 1995)**
BANGALORE UNIVERSITY, BANGALORE MEDICAL COLLEGE (www.bmcri.org) ***Bangalore, India***
Top 10 medical schools in India with exemplary teachers and peers. Graduated in top 5% of the class with honors; secured 'distinctions' in Anatomy and Biochemistry. Clinical rotations at several nationally acclaimed centers of excellence. Qualified in the **Diplomate of National Board Primary Examinations** (DNB-I) and **UPSC** exams.

**ECFMG Certification** Certificate Number: **0-545-993-8** ***Permanently validated***
All three examinations cleared in first attempt.

## CLINICAL AND WORK EXPERIENCE

**May 2016 – Apr. 2017** ***Physician Medical Group of San Jose,*** *San Jose CA* **MEDICAL DIRECTOR**
Premier IPA (Independent Physician Association) in South Bay Area, with almost 100K members and 1000+ providers. Reporting unto CMO and CEO, participated and learnt activities including quality control, utilization management, peer to peer conversations, review of policies and procedures, implementation of cost control and value improvement measures, review and presentation of metrics to the payers, providers and team members, analysis of reports and strategy meetings etc. Discontinued as own enterprise needed more attention. (www.pmgmd.com)

**July 2018 - Jun 2019** ***American Association of Physicians of Indian Origin (AAPIO)*** **Ex- President**
Educational and social non-profit organization of Northern California with more than 900 physicians. Served as secretary, treasurer and vice president in prior years. Manage the affairs of the organization in association with executive team and the board. Organize CME dinners, community or social events and fundraisers. (www.aapio.org)

NOT YET RETAINED

**Dec 2010 – Ongoing** ***Sanjay Agarwal Professional Medical Corporation***
***(DBA: California Specialty Physicians),*** *San Jose/ Milpitas, CA* **President and CEO**
***Comprehensive Sleep Center*** *San Jose/ Milpitas, CA* **President and CEO**
Founder, CEO, and President of the group practice in Pulmonary, Critical Care and Sleep Medicine and nutrition and Dental sleep medicine. CSP/ CSC provides full spectrum Pulmonary and Sleep Medicine ambulatory services including PFT by body plethysmography and is AASM certified for all sleep diagnostics. "Compassion, Quality and value" is the motto, highly trained certified team members. Clinical care is provided at the office or five south bay hospitals, and includes specialty specific procedures. Reputed, technologically advanced, efficient, paperless practice, with good benchmarks (certified in MU, PQRS etc.) and excellent referral base.

**Oct. 2019 – Ongoing** ***Kaiser Hospital,*** *San Leandro and Redwood City* **Attending in Critical Care & Pulmonary**
In-Patient Pulmonary and Critical care services including procedures.

**Oct. 08 – May 11** ***Summit Medical Center,*** *Oakland CA* **Attending in Critical Care & Pulmonary**
Successfully implemented an intensivist program at this open unit with 36 ICU/ CCU/ SICU beds. In-Patient Pulmonary and Critical care services including procedures and helped improve LOS in ICU/ hospital.

**Jan. 07 – Sep. 08** ***Deaconess Medical Center,*** *Spokane, WA* **Attending Physician in Pulmonary,**
***Valley Hospital & Medical Center,*** *Spokane* **Critical Care and Sleep Medicine**
Clinical and teaching responsibilities in ambulatory and busy in-hospital settings in Pulmonary, Critical care and Sleep Medicine. Performed and taught all procedures including chest tube, intubation, catheterizations, ventilator management etc. Initiated procedures like tracheostomies and APC coagulation; helped improve sleep lab protocols, *participated in ICU and P&T hospital committees and resident teaching as adjunct faculty* of University of WA.

**Jul. 05 – Dec. 06** ***Lakes Region General Hospital,*** Laconia, NH **Attending Physician in Pulmonary,**
***Franklin Regional Hospital***, Franklin, NH **Critical Care and Sleep Medicine**
Team member of a hospital owned 4 member specialty practice with individualized metrics and responsibilities for hospital based or ambulatory practice in all specialties. Served in ICU, Quality control hospital committees

**Jun. 98 – May 99** ***Lifeline Hospital,*** Rourkela, India **Resident in Internal Medicine**
Management of variety of clinical presentations in ambulatory care and inpatient settings
Administrative responsibilities and community health care in association with local charitable institutions

**Jul. 97 – Nov. 97** ***St. Stephen's Hospital***, Delhi, India **DNB Resident in Internal Medicine**
Evaluation and work-up of patients with diverse medical problems. Busy tertiary care facility with modern diagnostics and uptodate management with excellent specialty support. Fairly structured educational program.

**Oct. 96 – Nov. 96** ***Rajiv Gandhi Cancer Institute,*** Delhi, India **Junior resident in Radiation Oncology**
Junior member of the prolific division of the nationally acclaimed cancer center. Gained insight on evaluation and management of a diverse cancer presentations and treatment planning, simulation & microselectron brachytherapy.

**Aug. 96 – Oct. 96** ***Ispat General Hospital***, Rourkela, India **DNB Resident in General Surgery**
Premier teaching and tertiary care center in hometown. Assisted in major surgical procedures and performed minor surgeries confidently. *Presentation*: Choledochal Cyst – in local medical chapter's annual conference.

**Apr. 95 – Jun. 96** ***Mayura Hospital,*** Bangalore, India **Resident Medical Officer**
Management of medical wing with emphasis on emergencies and sicker patients. Manned Psychiatry Clinics and helped manage alcohol and drug addicts as inpatients at ***Divyashri - Center for alcohol deaddiction***, in June 1996.

**Apr .94 – Apr. 95** ***Bangalore Medical College,*** Bangalore, India **Compulsory Rotatory Internship**
Obtained clinical experience in various departments in five of the largest hospitals of the state of Karnataka, India, under the guidance of eminent professors and performed variety of procedures including central venous and arterial catheterizations, Lumber punctures, intubations, thoracentesis, paracentesis, arthrocentesis, biopsies, fracture handling, emergency aid, burns care and procedures associated with pediatric, surgical and OBGyn specialties.

NOT YET RETAINED

## RESEARCH, PRESENTATIONS AND PUBLICATIONS

Year 2020, 2021 – Sleep Medicine research, completed one pilot study and currently enrolling for two main studies
ODIA / OSA presentations on Covid vaccinations, Oxygen supplement to international audience.
GAPIO/ BAPIO/AAPI presentations on Remdesivir to international audience
August 22, 2020 – Webinar on Heathy Sleep for Crack the wellness code.
Feb 22, 2020 – Health Hero Presentation at Crack the wellness code.
July 22, 2018 "Circadian rhythm, good sleep habits and sleep disordered breathing- **JEENA**, Community Education series for children with special needs and their loved ones.
May 14, 2018 "Improving Awareness, Diagnosis and Treatment of Sleep Disorders" - **St. Rose Hospital**, CME
Sep 15, 2017 "Improving Awareness, Diagnosis and Treatment of Sleep Disorders"- **Dameron Hospital**, CME
Mar 10, 2016 "Sleep Disorders -Primary Care Physicians to know" **Regional Medical Center** of San Jose, CME
Sep 6, 2016 Journal Club on Pulm HTN - **Regional Medical Center** of San Jose, CME
Feb 28, 2014 "Sleep apnea in primary care – **AAPIO**, CME
Nov 8, 2013 "SLEEP APNEA" - **Dameron Hospital**, CME
Jan 25, 2010 "Sleep apnea in primary care" - **Regional Medical Center** of San Jose, CME

**EMPIRE HEALTH SERVICES (***Deaconess Medical Center; Valley Hospital and Medical Center, Spokane, WA )*
Research projects, mostly with the help of the industry,

**UNIVERSITY AT BUFFALO (SUNY),** *Buffalo, NY***:** Department of Pulmonary, Critical Care and Sleep Medicine.
Undertook Multiple Projects with Dr JM Mador, Dr BJB Grant, Dr A Mishra and Dr S Sethi;
Worked with Dr Gregory Loewen, DO in the Interventional Pulmonology division.

- Pulmonary Rehabilitation and measurements of exercise and muscle parameters in COPD patients.
- Inflammatory markers in sleep apnea and response to treatment.
- Association of DLCO and FEV1 with RDW.
- Effect of health care provider educational intervention in asthma outcomes.
- Prevalence of Asthma in the elderly population in Western New York area.
- Effect and epidemiology of Environmental Tobacco Smoking in asthma.
- Pharmaceutical company (BI) sponsored research in evaluation of a novel drug delivery system.

**UNIVERSITY OF ILLINOIS AT CHICAGO,** *Chicago, IL*
"Correlation of clinical signs with bedside spirometry in diagnosing sub occult COPD in elderly people", under the guidance of Dr. Ari H. Jaffe, MD and Dr. Donald Jurivich, MD. Not published.

**ST. STEPHEN'S HOSPITAL,** *Delhi, India*
"Epidemiological and clinical aspects of diabetes mellitus at St. Stephen's Hospital", under the guidance of Dr. P. Paljor, MD. Not Published.

"Follow up in a CPAP clinic can improve compliance with nasal CPAP in patients with sleep apnea": *M. J. Mador, M. Krauza, **Sanjay Agarwal**, D Pierce, M Braun.*

**ATS (2004):** Poster presentation on abstract submitted on "predictors of exercise performance in COPD patients".
**ATS (2005)**: Poster presentation of abstract on Pneumonia submitted with Dr Sanjay Sethi, MD
**ATS (2006)**: Poster presentation "A CPAP Clinic Can Improve Compliance with Nasal CPAP in Patients with Sleep Apnea at Lower Cost: More for Less"

## TEACHING EXPERIENCE

**Dec 2020- Ongoing** **UNIVERSITY OF KANSAS** (http://www.kcumb.edu/) Kansas City
***Assistant Professor*** for the Kansas University DO program
Medical Students monthly clinical rotation and learn Critical Care, Pulmonary and sleep medicine.

NOT YET RETAINED

**Dec 2010- Ongoing** **CALIFORNIA SPECIALTY PHYSICIANS AND COMPREHENSIVE SLEEP CENTER**
Medical students or aspiring medical students, PA or NP students of local institutes, foreign Medical graduates, and allied health professionals learn science and art of medical world and patient care.
Preceptor for Nurse Practitioner training program.
Coached and mentor sleep technicians and PFT technicians, and help with academic careers.
Several bright college grads joining as team members, were coached and motivated for higher calling. Two are now in medical school, one is a practicing social worker and 2 in physician assistant programs.

**COMPHEALTH – LOCUM ASSIGNMENTS AT MANY HOSPITALS, INCLUDING TEACHING PROGRAMS**
Led teams of Medical Residents and PCCM fellows in interactive rounds at Highland Memorial Hospital, Oakland.
Guide, mentor, teach and assist Medical students, ARNP trainees or ARNPs at Kadlec Hospital WA

**Jan. 07 – Sept 08** **EMPIRE HEALTH SERVICES** (DEACONESS MEDICAL CENTER, VALLEY MEDICAL CENTER)
Teaching affiliate of University of Washington for Internal Medicine, Transitional Medicine and Family Medicine residency programs.
Responsible for teaching residents in the ICU or Pulmonary rounds
Teaching ancillary services.
Member of the P&T committee and ICU committee.

**Jul. 05 – Dec. 06** LAKES REGION GENERAL HOSPITAL Department of Medicine, Laconia, New Hampshire
Member of the Institutional Review Board and ICU committee.
Presentations for the peers in the CME programs.

**Jul. 02 – Jun. 05** UNIVERSITY AT BUFFALO (SUNY), Department of Medicine, Buffalo, New York
**Clinical Instructor in Medicine**
Responsible for teaching clinical skills to a group of medical students specifically assigned each semester.
Teach and supervise medical students and residents during ICU or Pulmonary rounds
Teaching lectures on specific topics viz ventilators, acid base balance, infections, fluid managements, hemodynamic monitoring in ICU, Interstitial lung diseases, lung mass, pulmonary arterial hypertension etc.
Hourly scholarly 'Meet the Faculty' sessions with residents per annum
Consistently rated 'High' in the 10 point evaluations by residents and students

**Jun. 99 – Jun 02** UNIVERSITY AT ILLINOIS AT CHICAGO/ MICHAEL REESE HOSPITAL, Chicago, IL
**Assistant Clinical Instructor in Medicine**
Teach and supervise junior Residents and medical students during work rounds at various in-out pt settings.
Active participation in morning reports and teaching rounds with presentations on a diaspora of cases

## PROFESSIONAL MEMBERSHIPS AND LICENSES

**Licensed to practice Medicine** in the states of California, Washington and Oregon.
Member, American Medical Association (AMA),
Member, American College of Chest Physicians (ACCP), *also a "fellow'*
Member, Society of Critical Care Medicine (SCCM), *currently expired*
Member, American Academy of Sleep Medicine (AASM), *also a 'fellow'*
Ex-president, American Association of Physicians of Indian Origin (AAPIO)
Licensed Medical Practitioner, Medical Council of India (MCI)
Member, Karnataka Medical Council (KMC)

(References available on request)

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