**Patrick Michael (Mike) Lancaster**

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**PROFESSIONAL PROFILE**

* Varied and extensive background in radiation therapy customer support, therapy center design and construction, equipment selection, and equipment installation.
* Customer focused problem solver Extensive customer support experience Extensive therapy site development experience
* Extensive management experience Extensive support sales experience

**EDUCATION**

United Electronics Institute

Oklahoma City, OK

* Electronics Technician degree

Multiple technical seminars, including Varian Medical Systems’ High Energy Technical Maintenance, On Board Imaging, Portal Vision, Aria Support and Multi Leaf Collimator.

Many management, sales and marketing seminars.

**PROFESSIONAL EXPERIENCE**

Urorad Healthcare 12/2005 – 3/2015

McAllen, Texas

**Director of Clinical Engineering**

Achievements

* Directed the design and construction of 16 Prostate Centers of Excellence for Urology clients unfamiliar with radiation therapy and the challenges of building or renovating a center.
* Ensured minimal clinical interruption by negotiating Varian support contracts for all clients.
* Worked with clients and Varian to quickly resolve service issues over multi-year support periods.

Responsibilities

* Direct therapy and ancillary equipment selection and negotiate configuration and prices for our clients.
* Consult with architects and contractors during site design and construction. Liaise with Varian, rigging companies, contractors, architects and clients before and during linac installation and acceptance.
* Select and install used linacs as necessary.
* Prepare each for Varian support.
* Negotiate Varian EWO’s or multi-year support contracts and extensions.
* Collaborate with Varian and clients to optimize treatment schedules.

Advanced Rad Solutions 2/2012 - Current

Houston, Texas

**Project Services Manager**

Achievements

* Helped the ARS team expand to more than 25 dermatology clients by managing schedules during the startup phase for new clients.
* Managed the acquisition of supplies and equipment, and conversion and delivery of vans to selected client locations to reduce startup times.

Responsibilities

* Project management: direct new startups using Microsoft Project 2010.
* ARS van conversions: direct or personally perform modifications to Ram Promaster vans and coordinate delivery of vans as necessary.
* Van monitoring: establish and manage a remote GPS monitoring program. Provide Level 1 support for Xoft electronic brachytherapy installations.

The Garage by Austin Weiss 9/2012 - Current

Stuart, Florida

**Operations Manager**

Achievements

* Achieved high customer satisfaction in spite of cost overruns and delayed completion of custom car and motorcycle projects while managing project and overhead costs from a remote location.

Responsibilities

* Monitor material cost and labor associated with each project.
* Write project proposals, and review progress and cost with each customer.
* Direct modifications and review costs with employees during each project.
* Approve material and equipment purchases and repairs.

Acceletronics Southwest 12/2002 - 12/2005

Rowlett, Texas

**President**

Achievements

* Grew ASW revenues by 4X in two years.
* Provided linac service in a four state area and northern Mexico at reasonable cost with high customer satisfaction.
* Provided linac installation and decommissioning services throughout the US and northern Mexico.

Responsibilities

* Sold and provided linac support to our therapy and industrial customers.
* Provided repair and test services and installed used linacs for Radiation Therapy Technical Services (RTTS) on a contract basis.

Oncology Maintenance Services 10/1996 - 9/2002

Plano, Texas

**Partner**

Achievements

* Improved clinical availability and reduced service costs for radiation therapy linacs by providing thorough maintenance while reducing emergency service calls.

Responsibilities

* Sold and provided linac support to our therapy and industrial customers.
* Provided repair and test services and installed used linacs for RTTS.

Self-employed, Rowlett, Texas 4/1995 - 10/1996

**Owner**

Achievements

* Direct sales, software marketing, network marketing and business development consultation.

Varian Medical Systems 8/1980 - 4/1995

Richardson, Texas

**Multiple Positions**

Achievements

* District Service Manager; South, Mid-South District: improved customer satisfaction ratings in my nine state area while achieving the highest profit ratio of all service districts in the country.
* District Installation Manager; South, West District: oversaw the planning and installation of over $100M of Varian linacs in an 11 state area.
* District Coordinator; South, Southwest District: provided the first Varian “helpdesk” support at the district level which reduced travel expenses, improved the utilization of the district service engineers, and reduced customer equipment downtime.
* Field Service Representative; South, Southwest District

Responsibilities

* Serviced Varian Clinacs and Linatrons in the South, Southwest District.
* Provided technical telephone support and scheduling for the district.
* Supervised installation and service reps, prepared annual budget, managed district expenses, customer issues, and installation schedules and costs.
* Consulted with sales managers to ensure customer installation and service expectations were met.
* Interfaced with Varian Sales and Accounting to ensure accurate assignment of funds from sales reserves.