



John McWhorter
Chief Operating Officer



THE CLIENT:

BAYLOR SCOTT & WHITE HEALTH

Baylor Scott & White Health is the largest not-for-profit healthcare system in Texas and one of the largest in the United States. The system includes 48 hospitals, more than 800 patient care sites, more than 7,800 active physicians, over 47,000 employees and the Scott & White Health Plan.

John McWhorter, Chief Operating Officer at Baylor Scott & White had an urgent need for hiring individuals for a supply chain group.

“Our Senior Vice President and Chief Supply Chain Officer, Tony Johnson, visited with me about conducting a search. We talked with a couple of firms, but we decided to consult with Keith Southerland. We had a great experience with Keith in a previous search for our Chief Human Resources Officer position.”

There were many hurdles to clear in this search, McWhorter explained:

“We asked Keith to present us with candidates with different skill sets at varying degrees of experience. We were looking for product specialists. We needed to hire a team of professionals who were able to interpret data and figure out innovative ways to purchase supplies, while benefitting our bottom line.”

The candidates were top notch. McWhorter added:

“We were very pleased with the excellent talent that Keith presented. We hired 10 people after a six-month process.”

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