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Industry News

Merge Healthcare completed its \$22M acquisition of **Confirma**. Under terms of the deal, Merge will issue 5.4 million shares of stock and add about \$2 million to Confirma's cash balance to retire outstanding debt. Confirma, a developer of computer-assisted detection technology, will be renamed Merge CAD, operating as a business unit of the company. **Paul Budack**, who had been serving as vice president of research, development and operations of Confirma, will lead the unit.

Cardinal Health has completed a spinoff of its clinical- and medical-products businesses into **CareFusion Corp.** The long-planned split was designed to make both companies more nimble by narrowing their focus to specific areas of business. CareFusion will concentrate on sales of hospital supplies such as ventilators and infection-prevention products while Cardinal plans to focus on its pharmacy business, which includes a network of radiopharmacy dispensaries.

Tim Herlehy was named SVP of Sales for **HealthEdge**. Herlehy served previously as senior vice president of sales for ConnectYourCare, a subsidiary of Express Scripts. He also has worked as chief sales officer and vice president of sales, marketing and business development at Lighthouse1 and served in leadership roles with McKesson Corp. and Apria Healthcare.

Links to helpful websites

<http://www.weather.com>

Going on an interview? Don't arrive all wet. Check the weather at your destination.

<http://www.fasrelo.com>

Click on relocation tools. Salary comparisons, crime reports, city reports, and more.

<http://www.quote.yahoo.com>

Want to impress the interviewer? Find out how the company is doing before you head into the interview.

Just the facts, please!

We have a number of positions, so we're not going to waste valuable space. We all know you're going to look over this part and go for the good stuff, anyway, right?

This Week's Top Jobs!

EMR Sales: Recently CCHIT recertified ambulatory EMR vendor is searching for a sales rep to cover WA, OR, ID, and UT. Do you have experience selling EMR? This is one of the companies most identify as a company of interest. Even if you have experience selling hospital solutions, it could work because the company is interested in utilizing your sales strategies and contacts. Great base and commission plan puts you over \$200K. Contact Lindsey.

Director of Marketing needed immediately! This is a replacement position, so it needs to be filled—and fast—because this little company is going up, up, up. One of the fastest growing organizations in the Southeast is looking for an experienced marketing manager to help turn one of the industry's best kept secrets into a household name. This company is private, profitable, and growing at a rate of 30% each year. You won't find a better team of dedicated professionals who are enthusiastic about what they do and why they do it and you won't find a company more dedicated to the personal and professional development of its staff. Enjoy the resources of a large company with the flexibility of a startup—10 years commercial software experience, 15 years experience total required. Call Kate!

Project Manager! Project Manager needed for a dynamic EMR documentation solutions vendor. Company is enjoying explosive growth. This project manager must

What else is going on at TMG?

Just closed!

Managed Care Sales
Texas EMR
Product Manager Diagnostic Solutions
UI Designer
Director Product Strategy
Application Analyst

Coming soon!

CHI PACS!
Albany EMR!
Clinical Demo Specialist
Strategic Sourcing Manager—Hospital
Contract Administration Manager
Western Sales Manager—capital equipment
Southeastern Sales Manager—capital equipment

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Suggestions? Is there something you would like to see in this newsletter? Have comments to share? We're always looking for ways to improve our communications. Please let us know! Email Lindsey at LNugent@mr-monticello.com.

have clinical experience in the ER and demonstrated experience working with EMR in an ER environment.

This professional must be located near a major airport (preference for candidates in the Southeast, but other locations acceptable) and willing to travel at least 70%.

The project manager will manage multiple implementations simultaneously. Call Bill!

Mid Atlantic Sales! Everyone's favorite company. They provide revenue cycle solutions for large physician groups and hospitals. The RSM will be responsible for selling software solutions in NC, VA, and TN. Why would you want to work for this company? *They are friends with all of the ambulatory PM/EMR vendors!* Candidates who have experience selling billing, eligibility, or financial applications to large physician groups are strongly preferred. Great base, commission, and equity! Contact Lindsey!

Major Client Manager! Revenue Cycle Management! STILL! Looking for someone who is just *dripping* with Part B knowledge and C-level communication skills. Two positions available with a large-very stable- you can stay here for the rest of your career- type of company. Based in NY or NJ, this high profile position will be responsible for working with one of the company's most prominent and influential customers, a large hospital with multiple outlying facilities. This is an ideal position for a Practice Administrator or Billing Manager who is ready to use their knowledge in a consulting capacity. LOW TRAVEL! Call Lindsey.

EMR Sales! We've made multiple placements with an ambulatory vendor who needs someone to cover MT, WY, CO, NM, NE, SD, ND, MN, and IA. All placements have closed business and say the product is outstanding. CCHIT certified company is searching for someone to build up their mid to large size client base. Minimum 2 years experience selling healthcare IT solutions to physician groups preferred, but hospital experience will work, too. Very attractive base and aggressive comp plan. Call Lindsey today!

Hospital Supply Chain Sales people! Do you know a guy? We are looking for a top-notch Supply Chain Director and Sourcing Manager in the Mid-Atlantic region. Our client is a notably progressive hospital that is looking for someone to introduce initiatives that will ultimately improve the supply chain process. You do? Great! Call Tracy.