

# Fact Sheet

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## Overview

- Founded 1991
- Privately-held company
- Launched patient flow automation category
- World leader of patient flow automation solutions
- Products enhance efficiency & patient care, relieve hospital overcrowding, fight infection, track assets, provide business analytics, and deliver real-time control over patient flow
- KLAS category leader
- Grew by more than 500 percent in the past decade
- In 2007, set records for revenue gain (35% increase), units sold to new customers (up 72%), and contracts (up 33%).
- Annual revenue growth of 26% since 2003
- Acquired RadarFind Corporation, an RFID company, in 2009
- Provides process redesign services through its Avanti consulting division.
- Holds an 80% share of the penetrated patient flow automation market and has 95% client retention rate since founding.
- Solutions provide users the ability to meet HIPAA guidelines.

## Headquarters:

- Pittsburgh, PA.

## Senior Management Team

- **Michael Zamagias**  
Chairman & CEO
- **Kirk Stephen**  
Executive Vice President, CFO & COO
- **Donald P. DeCorte**  
Senior Vice President & CTO
- **Lisa Romano, RN, MSN**  
Senior Vice President & CNO
- **Michael Gallup**  
Senior Vice President, Managing Director,  
TeleTracking RTLS Division
- **Andrew Irlbacher, CPA**  
Senior Vice President, Finance & Administration
- **Kimberly Roberts, Esq.**  
Senior Vice President, General Counsel

## Operations Team

- **Jason Baim**  
Managing Director, Business Analytics Division  
& Vice President, Product Management
- **Abhay Jaiswal**  
Vice President, Software Engineering
- **Suzanne Blanda**  
Vice President, Quality Assurance
- **Paul J. Dudeck**  
Vice President, Implementation
- **Blair Freer**  
Vice President, Technical Support
- **Beverly McGrath**  
Vice President, Human Resources
- **Valerie Fritz**, Vice President, Marketing

## TeleTracking RTLS Management Team

- **Michael Zamagias**, Chairman & CEO
- **Michael Gallup**, COO
- **Kirk Stephen**, CFO
- **Don DeCorte**, CTO
- **Steve Vebber**, Vice President,  
TeleTracking RTLS Division
- **Jon Poshywak**, Director, RTLS Consulting

## Company Firsts

- First organization to address bed turnover issues
- First to identify patient flow as a continuum
- Introduced first automated bed management software
- Introduced first large screen digital interactive bedboard.
- Developed first mobile patient flow applications

## Products

- **Capacity Management Suite™**
- **The Bed Management Suite™**
- **PatientTracking Portal™**
- **PreAdmitTracking®** with the **electronic bedboard®**
- **bedboard mobile™**
- **BedTracking®**
- **BedTracking mobile®**
- **TransportTracking™**
- **TransportTracking mobile™**
- **TransferCenter™**
- **Custom Reporting Solution™**
- **Patient Flow Dashboard™**
- **ServiceTracking™**
- **NaviCareOR™**
- **TeleTracking RTLS**
  - **AssetTracking**
  - **TempTracking™**

## Recognition

- One of the America's fastest growing private companies **INC Magazine**
- Only firm in its specific category to make the "**INC 5000**" list.
- Ranked first in its vendor category by market intelligence researcher KLAS.
- **Healthcare Informatics Magazine "HCI 100"** list of pre-eminent healthcare technology vendors