

Acuo Technologies Bolsters Sales Team with Key Additions

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BLOOMINGTON, Minn., Aug. 18 /PRNewswire/ -- Acuo Technologies®, a company specializing in the development of standards based Vendor Neutral Archiving solutions and data migration services, announces the addition of two Sales executives to their team. Healthcare IT industry veterans Ron Machamer and Gillian Ryan will lead the sales and business development efforts for the eastern and central regions of the United States respectively.

"We are thrilled to recruit and bring onboard sales professionals with Ron and Gillian's background and expertise to Acuo," stated Jeff Timbrook, CEO of Acuo. "Acuo is actively adding sales resources to the team in an effort to support our industry partners as well as key customers, and with Ron and Gillian's addition to Acuo, we are quickly assembling the best sales leadership team in our industry to maintain and grow our market leading position. We are very fortunate to have Ron and Gillian on the team as they bring integrity, energy and seasoned PACS and HCIT domain knowledge to Acuo."

Ron Machamer has over 15 years of Healthcare IT experience and was recently with Philips Healthcare managing the relationships of the top PACS customers in the northeast. Machamer also held a number of Sales and Technical Sales positions with Eastman Kodak's Health Imaging Division. "What attracted me to Acuo Technologies is their industry leading neutral archiving product portfolio and the company's ability to react quickly to customer needs in a very dynamic market," stated Machamer. "The engineering and management teams at Acuo Technologies are focused on partner benefits as well as recognizing and designing solutions for the end user."

Gillian Ryan has over 10 years of Healthcare IT experience and was recently a Sales Manager at Fujifilm Medical Systems covering over 100 hospitals in the Chicago metropolitan area. She was responsible for growing and managing new business and client relationships with se
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