



TAKE CONTROL

Mike Merwarth
President

As president of MediClick, Mike Merwarth drives the company's commitment to quality and finds great satisfaction in working with his technical, consulting, and sales teams to provide hospitals with innovative supply chain tools. Mike's leadership and vision were integral to the development of the recently launched MediClick for Contracts & Analysis, a breakthrough application that streamlines the contract management process for hospitals.

Mike has steadfastly championed the Software as a Service (SaaS) model, a forward-thinking strategy that has distinguished MediClick from its competitors and drawn in loyal customers; under Mike's direction, MediClick's client base has increased to 210 hospitals.

An experienced software executive, Mike began his career at IBM in 1977, working in marketing and sales. Mike joined Global Software in 1983, serving in several key management roles during his 17-year tenure, including sales director and vice president of sales. In his last position at Global, Mike served as general manager of the healthcare-centered business unit that later became MediClick. Thriving and expanding, the group spun off from Global in 2001.

Mike is a graduate of Davidson College. A life-long North Carolinian, he lives in Raleigh with his wife and two daughters. He is active with the Juvenile Diabetes Research Foundation and the Conservation Trust of North Carolina.



TAKE CONTROL

Paul Dryden
Vice President, Sales and Marketing

Paul Dryden, vice president, sales and marketing, has worked in healthcare and technology for more than a decade. Prior to joining MediClick in 2004, Paul served as general manager of the Physicians Pharmaceutical Network, a developer of wireless handheld device software applications for medical professionals. In that role, Paul was responsible for business planning, investor relations, product development, technology planning and day-to-day operations. During his tenure, he led initiatives that raised more than \$700,000 in private equity investments and managed successful client engagements with GlaxoSmithKline, Schering-Plough and Smith & Nephew among others.

Paul has also served as a business analyst for Andersen Consulting (now Accenture), where he advised insurance and banking industry executives on technology strategy and software implementation projects.

Drawing on his experiences in healthcare and consulting, Paul now helps materials managers determine their supply chain needs and put MediClick's applications to work for their hospitals. Paul also oversees MediClick's sales force and channel partnerships.

Raised in Auburn, Ala., Paul earned his bachelor's degree at Davidson College. He lives with his wife in Raleigh, N.C. A past member of the Dowd YMCA Board of Advisors, Paul is an avid runner and has completed marathons in Washington, D.C., and Chicago.



TAKE CONTROL

Blair Bost
Vice President, Business Development

Blair Bost brings to MediClick a nuanced understanding of the application development process and valuable experience in software sales and marketing.

As a former IBM systems engineer, Blair was responsible for the delivery of entire software solutions for a range of local clientele including insurance companies, banks and hospitals. Blair also spent 10 years with Global Software, eventually serving as director of sales with responsibility for product and marketing plans and overall business unit performance.

In addition, Blair held high-level sales management positions at Quality Software Products Inc., Walker Interactive Inc. and Broadway & Seymour before he joined MediClick in 2004.

As head of business development, Blair puts his experience to work for potential MediClick clients, helping them evaluate and analyze their materials management procedures and demonstrating the ways in which MediClick applications could benefit them.

Born in Carrboro, N.C., Blair is a life-long resident of the Tar Heel State and a graduate of the University of North Carolina at Chapel Hill. An Eagle Scout, Blair volunteers with local Boy Scouting programs.



TAKE CONTROL

Don Boss
Vice President, Supply Chain Strategy

As MediClick's vice president of supply chain strategy, Don Boss plays a lead role in shaping the company's newest tool, MediClick for Contracts & Analysis. He also serves as a key resource for clients, recommending opportunities for increased efficiency. As the former materials manager at Adventist Medical Center in Portland, Ore., Don brings to his advisory role 17 years of management experience in a 300-bed hospital, “in-the-trenches” knowledge from which MediClick clients benefit every day.

Don joined Global Software, MediClick's legacy company, in 1997. As a senior consultant, he managed all aspects of materials management application implementation, from project planning and troubleshooting to client counsel. Prior to that, Don served at Adventist, where he was responsible for inventory control and budgeting and designed a successful procedure-based delivery system for labor and delivery. He also spent more than a decade consulting with hospitals regarding operational improvements.

An active member of the Healthcare Financial Management Association and the Association for Healthcare Resource & Materials Management, Don earned his bachelor's degree from Alameda University. He lives on 10 rural acres in Rolesville, N.C., with his wife and dog.



TAKE CONTROL

Christine Mefferd
Marketing Manager

Christine Mefferd brings a diverse marketing background to MediClick, having worked in healthcare with MWG Biotech Inc., and for accounting and consulting firms Arthur Andersen and Thomas, Knight, Trent, King and Company (TKTK). In those positions, she provided strategic counsel regarding marketing communications and investor relations, planned and coordinated a variety of events, developed a range of collateral and marketing materials and executed three separate brand launches.

Prior to joining MediClick in 2006, Christine served most recently as TKTK's director of marketing. During her tenure there, Christine designed and implemented niche marketing plans, led firm development efforts and overhauled and managed the firm's marketing budget and accountability reports.

At MediClick, Christine combines her experience in the healthcare and financial industries to introduce MediClick to hospitals across the country. As head of marketing, Christine orchestrates a team effort to educate materials managers and financial executives about MediClick's unique products, business philosophy and value.

Christine is a native of Ohio and currently resides in Durham, N.C. She is a graduate of Valparaiso University and has been involved with the Susan G. Komen Race for the Cure, the United Way, Habitat for Humanity and the American Red Cross.



TAKE CONTROL

Tony Verdone
Vice President, Development and Operations

Tony Verdone, vice president of development and operations, brings to MediClick an abundance of managerial experience as well as a broad understanding of software development.

Certified in computer programming and data processing, Tony began his career as a software developer, creating applications and leading technology training for several large corporations, including Manufacturers Hanover Trust (now JPMorgan Chase), CBS Inc., Blue Cross and Blue Shield of New York and Mobil Oil. He also served as technical manager at STC Corporation, where he was responsible for a turnkey distribution and accounts receivable system.

Tony joined MediClick's legacy company, Global Software, in 1985. Signing on as a program manager, Tony subsequently served as director of development and vice president of development and operations. During that time, he implemented distribution and materials management systems for a number of clients.

Drawing on his strong technical background, Tony now guides development of new products and ensures that MediClick's Internet-based applications are at optimum performance and available to the users who rely on them daily.

Committed to professional development and excellence, Tony is a member of the Carolina SaaS Users Group and has served on the board of directors of the Triangle Technology Executives Council since 2006. He earned a bachelor's degree from The City College of New York.



TAKE CONTROL

Ken Kelly
Vice President, Client Services

As vice president of client services, Ken Kelly leads MediClick's technical conversion and product support teams, the groups that provide clients with installation and configuration assistance, end-user training and world-class support and service.

Ken brings a wealth of experience to MediClick. Before joining the MediClick team in 2007, he served as the head of client services for several other companies, including Accipiter Inc, an online ad delivery and control system, and PeopleClick, which provides software and services to help companies find and hire employees.

Ken also has extensive technical experience. A programmer by trade, he spent seven years developing computer applications at Texasgulf Chemical Company and later served as vice president of Elliptus Technologies. Ken is also a veteran of the U.S. Navy and spent four years during the Vietnam War at the Pentagon, where he tracked ships, casualties and troop communications.



TAKE CONTROL

Phil Sandy
Chief Financial Officer

MediClick CFO Phil Sandy brings an ideal mix of experience to his position. A veteran of the finance field, Phil has been a certified public accountant since 1987. He brings 25 years of finance and systems experience to his position as Chief Financial Officer of MediClick including 18 years with software companies. Phil's career includes Big Four public accounting, not-for-profit organizations, and multinational corporations.

Prior to joining the MediClick team, Phil served as assistant controller at Post Software International Inc. and as controller and then CFO of Global Software, MediClick's legacy company.

In his current role at MediClick, Phil oversees all financial and administrative operations, conducts financial forecasting, provides expert financial analysis and implements policies and best practices. Phil was also integral to the development of MediClick for Financials, leading the design of MediClick's successful general ledger and accounts payable application.