



Healthcare IT Sales Veteran to Lead Interbit Data's Sales Team

Richard Ramponi possesses over 20 years' experience in high technology and a career-long record of exceeding sales quotas and revenue goals

Natick, MA – February 24, 2014 – [Interbit Data](#), a leading provider of software and services connecting people with information for more efficient healthcare, today announced that Richard Ramponi, a high technology sales leader and healthcare IT solutions expert, will lead the company's sales team as Director of Sales. Ramponi possesses 20 years' experience in high technology sales, including 10 years in the MEDITECH healthcare information systems market sector. He possesses an award-winning record of exceeding sales quotas and helping companies increase business revenue.

Ramponi is responsible for establishing and leading execution of Interbit Data's sales vision and strategy. He also oversees the management of the company's new and existing customer accounts across the United States and Canada and drives sales of the company's [NetDelivery](#) report distribution solution, [NetRelay](#) healthcare communications platform and [NetSafe](#) business continuance and downtime protection solution.

Prior to joining Interbit Data, Ramponi spent 10 years as an inside sales account manager with the MEDITECH Solutions Group at Dell Services, where he annually exceeded his sales goals by up to 153% and was named Inside Sales Rep of the Year in 2011. Ramponi previously held sales positions with IMlogic and Softmart, and spent eight years with Corporate Software, where he was manager of their business development team. Since the start of his technology sales career in 1994, he has consistently been awarded for exceeding 100% of his sales goals.

“Richard is a high-performing technology sales professional with considerable knowledge in healthcare information systems and a history of sales achievement and building enduring customer relationships,” said Arthur Young, president of Interbit Data. “Richard's leadership will be instrumental in driving sales, continuing the growth of our customer base and promoting the advantages of our healthcare information technology solutions.”

“Through my years of experience in healthcare technology sales, I have developed a keen understanding of the challenges hospitals face with enabling the delivery and availability of patient information to clinicians,” said Ramponi. “I look forward to leading Interbit Data’s sales team in bringing our solutions to more healthcare organizations, and helping facilities overcome their technology challenges so they can ensure the delivery of quality patient care.”

About Interbit Data

Founded in 1997 and named three years to the Inc. 5000 list of America’s fastest-growing companies, Interbit Data helps healthcare organizations deliver better, more consistent patient care with secure, reliable and cost-effective software solutions that improve operational efficiency. The company’s information distribution products deliver information securely over the Internet in multiple formats, such as fax, print, email, encrypted file or HL7 message format, and integrate it easily into physicians’ practice EMRs. Interbit Data’s business continuance products give healthcare providers continuous access to patient data in the event of a network or system outage. Interbit Data products are used by more than 750 customers worldwide. For more information about Interbit Data and its products, visit the company Website at www.interbitdata.com.

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