

**Flo Healthcare**

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Flo Healthcare Management Backgrounder

Keith Washington Vice President and General Manager

Keith Washington has more than 27 years of experience in wireless technology in a number of applications, including satellite communications, defense electronics, cellular infrastructure, in-building systems for communications, tracking and location, and industrial mobile computing. As one of the founders of Flo Healthcare, Mr. Washington's vision of developing comprehensive wireless technology solutions for the healthcare market—including wireless infrastructure, support services, and mobile clinical workstations—has helped position Flo Healthcare as the leader in mobile workstations. Under Mr. Washington's leadership, Flo Healthcare's business has achieved significant revenue growth and increased earnings, using best-in-class products and technology via both internal developments and external partnerships. Prior to joining Flo Healthcare, Mr. Washington served as General Manager of the Healthcare Solutions business for EMS Technologies, where he led the development of a number of technology solutions for clinical applications in the healthcare market. Mr. Washington earned a BS degree in chemistry from The University of Georgia and an MBA from Georgia State University. He is a member of the Technology Association of Georgia, HIMSS, and ASHP.

Chad Ramage Vice President of Sales and Marketing

Chad Ramage has 15 years of sales and marketing experience. He comes to Flo Healthcare this year from its parent company, Emerson. There, he spent three years as Director of Corporate Marketing, where he oversaw global branding and communications. Prior to this role, Mr. Ramage spent six years at Emerson Climate Technologies, a \$3.5 billion division of Emerson Electric. As Global Business Information Manager, he led a project team to create the first consolidated data warehouse for customer information, customer service, sales, and marketing intelligence. The project's success spurred expansion to all divisions under the Climate Technologies umbrella. And, as Forecast and Planning Analyst, Mr. Ramage was responsible for strategic planning and long-range forecasting activities. Before joining Emerson, he spent three years as a Regional Sales Representative for Multi-Ad Services, Inc., an industry-leading producer of software and services for the publishing and newspaper industry. Mr. Ramage holds both a BS and MBA in management from Purdue University's Krannert School of Management. He is a member of HIMSS and the Technology Association of Georgia, and he has been and continues to be

involved in various local and national charities, including Big Brothers Big Sisters, Rebuild Together and KidSmart—Tools for Learning.

Darin Janoschka

Director of Product Development

Darin Janoschka has more than 20 years of experience in managing design, operations, training, engineering, marketing and R&D programs. Throughout his career, he has led the design, development and release of both products and services in numerous wireless environments. These programs include Space Station, Range Control, DSCS III, XM Radio, GPS, Mars Explorer, Hurricane Proof Antenna Structures, Wireless Panel Antennas, Remote Down-Tilt Antennas, and Mobile Clinical Workstations. Part of the original group to develop Flo Healthcare's patented workstation solutions, Mr. Janoschka is responsible for conception, definition, architecture, development and technical management of the Flo Healthcare product line. Mr. Janoschka earned a BS degree in mechanical engineering from Michigan Technological University. He is a member of the Technology Association of Georgia and volunteers his time with the Boy and Girl Scouts, and Big Brothers Big Sisters organizations.

Fouad Abu-Akel

Director of Wireless Solutions

Fouad Abu-Akel has more than 12 years of experience in wireless technology and mobile device technology solutions. As Director of Wireless Solutions, Mr. Abu-Akel assists Flo Healthcare's sales process by leading technical support and by serving as a product manager. Abu-Akel has been with Flo Healthcare since its inception in 2003. Prior to joining Flo, Abu-Akel spent eight years at EMS Wireless as a RF engineer in various R&D endeavors, including the initial development of the mobile clinical workstation. Abu-Akel has extensive technical knowledge of WLANs and cart-based mobile workstations. He holds a BS degree in electrical engineering from Southern College of Technology.

Ronald Mancuso

Director of Client Services

Ronald Mancuso has more than 30 years of management experience in the healthcare information technology industry. Mr. Mancuso formerly was President, COO and owning partner of N2N Tech Solutions Corporation, a training and education software company for military healthcare. Prior to N2N, he served for 27 years in the Outsourcing Services Division of Eclipsys Corporation, a healthcare clinical software and services company. Under his leadership, Eclipsys achieved significant growth in revenue and income. While there, Mr. Mancuso also spearheaded the development and management of the Government Services Division, and he also spent time as Vice President of Technical Solutions. In this role, he managed customer hardware, which included everything from installation and repair to network support and customer service. He also managed mobile wireless solutions services, as well as sales and marketing. Mr. Mancuso attended the University of Minnesota, and he also holds numerous management and electronics certifications.