



Indiana Health Information Exchange

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## **James S. Hill Joins Indiana Health Information Exchange as Vice President of Sales**

**Indianapolis, Indiana** (April 6, 2011) — The Indiana Health Information Exchange (IHIE) announced today that James (Jim) S. Hill has joined the organization as Vice President of Sales. Hill brings over 20 years of sales, marketing and strategic planning to IHIE. In his role at IHIE, Hill will be responsible for the direction and management of all sales operations, including market competitiveness, pricing, and strategy. Working directly with customers, Hill will provide valuable insight for IHIE's product development activities.

Previously, Hill was Founder and Chief Executive Officer of Achievant, which provided human capital management solutions in a Software as a Service (SaaS) environment. Hill built a strong team including industry leaders in software development, human resources service and sales leadership. Prior to Achievant, Hill had various roles with Baker Hill Corporation, which helped customers streamline and manage their credit origination, customer management and portfolio management processes. After roles in sales and marketing and business development, he moved to Vice President of Corporate Strategy, where he was responsible for product direction of all Baker Hill products and services. He launched one of the first SaaS solutions in the banking industry.

Hill received his BA from Indiana University and his MBA in Marketing from Butler University.

"The hiring of Jim reflects the Indiana Health Information Exchange's commitment to engaging our customers to ensure we are providing cost-effective, scalable and strategic solutions that help streamline healthcare and help support the best patient care possible," said Harold Apple, President and CEO of IHIE. "Jim's previous success in taking companies to the next level will prove invaluable as IHIE continues its tremendous growth trajectory."

### **About the Indiana Health Information Exchange**

Indiana Health Information Exchange, Inc. (IHIE) is a non-profit corporation formed in 2004 by the Regenstrief Institute, private hospitals, local and state health departments, BioCrossroads and other prominent organizations in Indiana. IHIE is the nation's largest health information exchange organization, delivering clinical information to providers securely and efficiently, along with providing information to assist providers as they care for patients needing preventive care and management of chronic diseases. An IHIE-led collaboration (Central Indiana Beacon Community) is one of 17 national cooperatives to help advance healthcare quality and efficiency. This collaboration will help communities in Indiana identify opportunities to measurably improve patient care. To learn more, visit [www.ihie.org](http://www.ihie.org).