TIMOTHY J. KULBAGO

EDUCATION:

The Pennsylvania State University	John Carroll University
University Park, PA 16804	University Heights, OH 44118
M.Eng. Acoustics	B.S. Computer Science, Physics, Honors Program

EXPERIENCE:

Senior Vice-president, Integrated Customer Solutions, Trial Oversight, Clario.ONE
Clario (Formerly ERT): January 2021 - Present

Responsible for three product lines that support over $800MM in sales
Trial Oversight: Reporting, data analytics, predictive analytics, interfaces and data warehouse
Integrated Customer Solutions: Common solutions that create a unique and focused user experience
Clario.ONE: Common platform for development of new products and migration of legacy solutions
Established cross-product line governance structure
Created a User Experience/Patient Advocacy center of excellence to deliver expertise to all product lines

Vice-president & Product Line Executive, Imaging
ERT: February 2017 – January 2021

Member of the executive management team at ERT with P&L responsibility for the imaging product line within ERT's matrix-based organization.   ERT Imaging expanded the capabilities of the ImageIQ technology and added capacity with the acquisition of BioMedical Systems in Q3 of 2017 and the acquisition of BioClinica in 2021.

Accomplishments and Responsibilities include
- Operated profitable product line growing approximately $80MM sales pre BioClinica transaction
- Direct responsibility for professional services, R&D, imaging science teams
- Leadership for shared services, including sales, marketing, HR, finance, accounting, quality
- Accomplished business integration of ImageIQ acquisition
- Accomplished business integration of BioMedical Systems Acquisition
- Accomplished "reverse merger" of ERT Imaging into BioClinica to create Clario Imaging
- Served as Executive Sponsor for strategic accounts
- Participated in quarterly board meetings
- Participated in strategic sales opportunities

President and Chief Executive Officer
ImageIQ Inc: March 2011 – February 2017

ImageIQ provided imaging technology and services to the pharmaceutical and medical device market. Through an innovative blend of technology and services, ImageIQ established market presence in two underserved market segments: Highly complex trials in the pharmaceutical market and the medical device market.
Accomplishments and Responsibilities include
- Day-to-day operations of ImageIQ, a spinout company of Cleveland Clinic.
- Secured Series A funding
- Established company structure, staffing and executive management team
- Member of the board of directors
- Organic growth to $10MM in sales
- Established relationship in the top orthopedic medical device manufacturers
- Successfully exited ImageIQ to ERT in February 2017.

General Manager, Merge Fusion and eCommerce
Senior Vice-president Strategic Business Initiatives
Chief Technology Officer
Senior Vice-president of Product Development
Merge Healthcare: July 2003– March 2011

Member of the executive management team at Merge Healthcare. In this role I have had P&L responsibility for two business units. The radiology imaging and informatics business unit was a direct-to-provider go-to-market model. The eFilm business unit was an eCommerce/tele-sales business model. Prior to that I was responsible for product, technology, and business development for the organization.

Accomplishments and Responsibilities include
        Operated profitable P&L with consistent YoY growth both organically and by acquisition
        Operational leadership of sales, support, professional services, marketing, HR, accounting.
        Launch of tele-radiology business initiative, including operations, infrastructure and software
        Due diligence team for merger and acquisitions
        Managed team through several corporate mergers/acquisitions
        Identification, negotiation and launch of new-market initiatives
        Customer relationship management for key accounts
        Participated in strategic sales opportunities
        Creation and implementation for FDA and ISO 13495-processes

The products/Services offered by Merge Healthcare include:
        Mobile Devices for Medical Imaging
        Kiosk Products
        Diagnostic Workstations for Radiology
        Radiology Information Systems (RIS)
        Picture Archive and Communications Systems (PACS)
        Billing Systems
        Advanced clinical applications for Radiology

Chief Technology Officer & Vice-president of Product Development, RIS Logic: July 2002 – July 2003

Member of the executive management team for RIS Logic Inc, a privately-held company which provides information system solution to the outpatient radiology marketplace. In this roll I was responsible for the following operational areas of the business:
        Software Development,
        Product Management,
        Quality Assurance, and
        Corporate Information Systems.

During this period, the RIS Logic Product Development team successfully released two major versions of our flagship product. Due to the success of the RIS Logic business, a major component of these releases was to initiate a re-factoring project for the product so that the product could meet the scalability and performance requirements of very large radiology imaging clinics.

In addition to operational responsibilities, I was part of the corporate strategic team. The team was successful in formulating a number of successful strategic initiatives, the most prominent of which was the successful acquisition of RIS Logic by Merge-eFilm in the summer of 2003.

Manager of Software Development, Marconi Medical Systems: September 1999 – June 2002
Senior Staff Engineer, Picker International: November 1998 - September 1999
Principal Software Engineer, Picker International: June 1997 - November 1998
Senior Software Engineer, Picker International: February 1997 – June 1997

As manager of the product development team my responsibilities included budget planning, technical evaluation of vended products, and product roadmap planning. I have been responsible for an international development effort to produce an integrated system for the distribution of computed axial tomography cardiac scoring data. I have also taken a leadership position on the product roadmap team for the Image Management division. The primary function of this team is to prioritize division resources in delivering products to market.

Research Assistant, Penn State University Applied Research Lab, Simulation and Visualization Department: January 1995 to February 1997

Primary responsibility was the design and implementation of advanced scientific-analysis software. Software was X-windows based using OpenGL and was required to be fully functional on both VMS and Unix platforms. Also involved with a project to design and implement a graphical user interface to an electro-magnetic antenna design system. Involved in the development of a virtual-environment trainer for use in visualization of acoustic backscatter and remote vehicle operation in shallow underwater scenarios.

ACTIVITIES/AWARDS

2019 PharmaVoice Top 100 Industry Change Agents
Recipient of The 2004 Distinguished Physics Alumnus Award from John Carroll University
John Carroll University, Society of Physics Students presentation "Basics of Loudspeaker Design"
Guest Lecture "Physics of Medical Imaging", Spring 2001 John Carroll University Physics Department
Patent Pending for "Rule-based Text Processing Engine for Designation and Formatting of Medical Images and Information"
Picker International Management Award of Excellence, September 1999
Info-Rad Certificate of Merit at 1998 Radiological Society of North America Meeting.
J. Hunter Award 1991 and L. Monville Award 1992 - Outstanding Scholarship in Physics
Monville Physics Scholarship and Lubrizol Physics Scholarship
Sigma Pi Sigma (ΣΠΣ) - Honorary Physics Society
Association of Computing Machinery, Student Chapter
            Secretary 1989-90, Vice-Chair 1990-91, Chair 1991-92