



## Mark Decker

Vice President – Sales Operations



An award-winning healthcare sales leader who specializes in advancing innovative technology and helping startups succeed, Mark Decker initially joined AirStrip Technologies™, Inc. as a Regional Sales

Director and quickly ascended to the role of Vice President-Sales Operations.

Mark is recognized for his exceptional strategic, analytical and creative skills. He previously held leadership roles with Johnson and Johnson Healthcare, Boston Scientific, and Intuitive Surgical among others, amassing a number of awards for surpassing individual and divisional sales goals.

Noted for his customer-focused, enthusiastic leadership style and ability to motivate sales teams from diverse perspectives to embrace a common vision, Mark says he has found a perfect match in AirStrip.

“The impact that AirStrip’s innovative solutions are having on healthcare is nothing short of astonishing; it is immensely gratifying to see hospitals embrace our applications to a degree that can measurably improve patient care,” Mark says. “Doctors across the country tell us that AirStrip is changing the paradigm and will become the standard of care in the U.S. That positive reaction is fueling our efforts to move AirStrip solutions into the international marketplace.”

AirStrip Technologies developed its trailblazing platform with a vision of securely sending critical patient information directly from hospital monitoring systems, bedside devices, and electronic health records to a clinician’s mobile device, including smartphones and tablets. The AirStrip solution suite is developed with an eye on achieving meaningful mobility throughout the healthcare setting.

FDA cleared and HIPAA compliant, AirStrip applications are powered over wired and wireless networks, delivering virtual real-time waveform and relevant clinical data. The AirStrip Technologies solution suite includes AirStrip OB™, AirStrip CARDIOLOGY™ and AirStrip PATIENT MONITORING™. The AirStrip platform is completely reusable, scalable and information system independent for deployment throughout the healthcare system.

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### Business Experience

AirStrip Technologies;  
Vice President-Sales Operations,  
former Regional Sales Director

Johnson and Johnson Healthcare;  
Divisional Sales Manager,  
Regional Account Manager,  
National Sales Trainer

Mentice (AB);  
US/Canadian Sales Manager

Intuitive Surgical;  
Regional Sales Manager

First Quality Products;  
Director of National Accounts,  
Regional Manager,  
National Field Sales Trainer

Boston Scientific;  
National Sales Trainer

### Education

B.A., Business Communications/Marketing;  
University of Iowa

### Personal

Married; two children

Makes home in Louisville, KY

## About AirStrip Technologies

Based in San Antonio, Texas, AirStrip Technologies delivers pioneering medical software applications to enable mobility in healthcare. Designed to work across any platform, AirStrip strengthens communication and collaboration among medical professionals by mobilizing critical clinical information, including real time and historic waveform data, to any smartphone or tablet. The results improve patient safety, reduce risk, and increase physician, nurse and patient satisfaction.



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