

WE DELIVER

**THE TOP PERFORMERS IN HEALTHCARE TECHNOLOGY.
EXECUTIVES WHO BRING BREAKTHROUGH RESULTS.
ON TIME AND ON TARGET.**

WHO WE ARE. SSI-SEARCH, Inc., is an executive search firm dedicated solely to healthcare information technology (HCIT). We specialize in the recruitment of top tier healthcare technology executives and the teams to support those executives, including C-suite, Business Development, Clinical Informatics, and Consulting Leaders. Our clients are mature to early phase HCIT suppliers, consulting firms, and providers and payors of healthcare from coast to coast.

WHY WE ARE DIFFERENT. Our first competitive advantage is each associate's dozen or more years of direct, hands-on experience in the industry. We save clients a significant amount of time because we understand the challenges of these complex technology roles within healthcare. We can connect directly with high profile individuals because people in the industry know us and trust us. Secondly, we combine deep industry experience with tested search processes then we adapt new technology into that search process. We have incorporated technology tools that routinely target and access hundreds of appropriate candidates quickly, quietly, and confidentially. This speeds the front end results of the search process tremendously for clients. We are high tech / high trust with a low-profile approach.

HOW WE WORK. Our clients turn to us because they know we can identify and access top performers in the industry through our understanding of the industry, the role, and the candidates through our trusted relationships. The first and constant focus throughout the search process is always on the objectives of the role. Together with our client we establish what three or four non-negotiable skills are required to successfully accomplish the goals of the role within the DNA of our client's organization. We leverage extensive, high tech networks to reach out to find the top tier candidates. Then we go well past the interview process to determine whether a candidate truly possesses that skill set needed to deliver the goals for the role based on what their past performance. We uncover *how* prior results were achieved to understand their approach to execution, what motivates them, and how they perform with their teams. This systematic process takes the mystery out of finding the right person to accomplish your goals.

WHY IT WORKS FOR YOU. Working in partnership, we deliver the talented individuals who can deliver the objectives set for the role, work well within the DNA of your organization, and will likely exceed your expectations. We strive for long-term partnerships that help our clients win in a competitive market.