

Holly Simione



Employment History

HES Consulting

Boston, MA

2019 – Current

Consulting services include; new product development, leadership training, contract negotiation, compliance and regulatory affairs, advocacy, ADA compliance, sales, marketing programs, and customer profiling services for emerging technology in healthcare, federal policy and government. Successfully leader with more than 15 years of knowledge, across various clinical environments. Trusted by customers and driven to improve the user experience, and patient outcomes. Laser focused on success and the value and security of data.

Governor appointed Citizen Member

Massachusetts Developmental Disabilities Council

Boston, MA

2017 – current

2021 MDDC Policy Committee - Legislative Priorities for 2021-2022

2020 MDDC Policy Committee - Legislative Priorities for 2020-2021

2020 MDDC 5-year State Plan Committee

Regional Sales Consultant

Trinet - Technology Team

Waltham, MA

2017 – 2018

Created a new book of business through strategic prospecting, and business development. Constructed referral sources with large organizations and designed/delivered Technology events to drive revenue.

New Business Development Executive

US - Northeast

Arrow ECS - Microsoft Cloud Team

Boston, MA

2016 – 2017

Developed \$1.5M Microsoft Cloud solutions business, with additional cross sell of Arrow branded services in my assigned territory. Developed a profiling system to analyze existing Arrow accounts/reseller customers. Researched market trends in cloud-based applications and security risks; to develop my pitch using a consultative sales approach. Created trusted relationships with Arrow's Strategic Account Managers to secure customer meetings, resulting in signing 65 Arrow customers for my Cloud business. Successfully moved customers from competitive integrators, signing them for Cloud solutions, as well as additional product lines including HP. Built strong and lasting relationships with Arrow's largest accounts, without disrupting other ongoing projects.

Manager of Partner Solutions and Alliances

CloudWave

Marlborough, MA

2012 - 2016

Led the development and execution of an Alliance strategy to support technology integration, consulting, and cloud services for MEDITECH customers both in the US and abroad. Managed the onboarding of all new vendor partners, acted as a liaison between partner leadership and the CloudWave corporate team. Cultivated strong, mutually beneficial relationships with our Partner Executives, Management Teams, clients and prospects.

Account Executive

Protocol Networks

Swansea, MA

2011 - 2012

Solutions sales for networking, security, telephony and IT outsourcing solutions, for healthcare customers in New England. Created white papers and website content to feature Protocol's network and security product offerings. Built partnerships with healthcare consulting firms to assist in growing the business.

Senior Product Manager - Networking and Security Solutions

Dell Inc.

MEDITECH Solutions Group

Canton, MA

2010 - 2011

Created a networking and security practice for MEDITECH hospitals leveraging best of breed technology spanning multiple vendors. Developed and managed rollout plans, business relationships, product pricing, marketing, and sales strategy. Manage sales calls to qualify leads, design solution and produce quotes. Developed the sales methodology, building a MEDITECH-centric secure and compliant cloud offering.

Director MEDITECH Alliances

Dell Inc. (formerly Perot Systems Inc.) (formerly JJWild Inc.)

MEDITECH Solutions Group

Canton, MA

2007 - 2010

Built an Alliances division to handle all MEDITECH specific business engagements with technology partners; including HP, EMC, IBM, VMware, Cisco, building long-lasting relationships with Executive leadership. Qualified and on-boarded new partners, developed business plans, facilitated team engagement, improved pricing discounts, secured technical investments and engineering resources to benchmark new technology offerings.

Financial Accountant - SleepMed Inc., Peabody, MA 2003 - 2006

VP Sales - Pierce Solutions Inc., Woburn, MA 2002 - 2004

Product Manager

Phase Forward

Waltham, MA

2001 - 2002

Managed engineering, testing and documentation staff of 60 employees through the entire product lifecycle; for web-based drug trial management software. Led cross-functional pre-launch readiness teams, while developing new product lines. Responsible for world-wide product roadmaps, automated product demos, sales training and marketing materials. Wrote the Phase Forward development specification working alongside the Food and Drug Agency (FDA) who wished to automate the paper process for new drug approval. Resulting in the first FDA

approved solution in the marketplace, replacing truckloads of paper documents. Providing electronic data to the FDA, enabled speed to market for our customers, while ensuring safety for future patients worldwide.

Product Manager, Healthcare

Lernout and Hauspie

Burlington, MA

1998 - 2001

Lead the development process of voice recognition enabled application product lines, for healthcare. Responded to RFP's, delivered technical product demos and sales presentations to "C" level Executives. Developed the value proposition, marketing plan, product roadmap, marketing materials, and revenue projections. Facilitated customer requirement meetings, analyzed customer needs, identified gaps in current product offerings. Developed white papers, wrote and managed product development schedules.

Education

Lesley University, Cambridge, MA — Bachelor of Science, Management

Publications and News

Published 2021

MDDC 2020 Annual report

<https://www.mass.gov/doc/2020-report-to-the-citizens-of-the-commonwealth/download>

Published September 2020

Child Illness and Death in the Time of COVID, written by Holly Simione

American Academy of Pediatrics Section on Hospice and Palliative Medicine

<https://www.mass.gov/news/child-illness-and-death-in-the-time-of-covid>

NBC News Boston

<https://www.nbcboston.com/investigations/ppe-shortage-threatens-safety-of-medically-fragile-kids/2104714/>

<https://www.nbcboston.com/investigations/harvard-students-secure-ppe-donations-for-medically-fragile-children/2112175/>

<https://somerville.wickedlocal.com/news/20200428/somerville-mom-advocates-for-ppe-for-families-caring-for-complex-medically-fragile-children-at-home>

<https://somerville.wickedlocal.com/news/20200512/remembering-elizabeth-losing-your-child-during-pandemic>