

Merge Signs New Executives



Merge Healthcare, a provider of enterprise imaging and interoperability solutions, today announced the addition of two industry executives to lead key growth areas. Peter Urbain has joined Merge Healthcare as its Senior Vice President of Partner Sales and Steven Tolle has joined as Senior Vice President of Solutions Management.

“The addition of these two healthcare veterans further strengthens the Merge team, and amplifies our ability to provide world-class solutions to our growing client base, and the industry as a whole,” said Jeff Surges, CEO of Merge Healthcare.

Peter Urbain joins Merge most recently from IBM, where he was responsible for driving customer value for all large healthcare and life sciences accounts in the Chicagoland “healthcare ecosystem.” His responsibilities included all IBM products across hardware, software and service brands sold via all channels including business partners.

“Peter has a proven track record growing sales and developing strategic partnerships,” said Jeff Surges, CEO of Merge Healthcare. “Under Peter’s leadership, I’m confident we’ll expand our Partner Sales team and drive sales through the broadening of key partner relationships.”

Steven Tolle comes to Merge with more than 20 years of healthcare industry experience, most recently serving as Senior Vice President / General Manager at OptumInsight (formerly Ingenix), where he led their physician community business unit, which included revenue cycle and electronic health records products. Tolle previously served as Vice President of Solutions Management for the EHR portfolio at Allscripts, as well as Director of Business Development at Pfizer Health Solutions.

“Steven has the credentials and business acumen needed to drive the creation of differentiated product and service offerings to meet and exceed our customer’s needs and expectations,” said Jeff Surges, CEO of Merge Healthcare.

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