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## *Ronald F. Brown*

### *Business Development Executive*

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Ron Brown is a resourceful senior marketing and sales executive in the technology and service industries with 30 years of management and consulting experience. Excelling at strategic planning, opportunity identification, launching new and innovative products and services, for the past 18 years Mr. Brown has led the development of several solution providers in Canadian healthcare.

He spent the first 23 years of his career in senior leadership roles with GE, with ten of those years in GE Healthcare. Mr. Brown was moved to GE Healthcare because of his expertise in GE change management processes and his knowledge of the information technology industry. While there he successfully leveraged GE leadership practices, including Six Sigma, to launch a Canadian healthcare consulting service that became an industry leader in hospital-based performance improvement solutions, delivering those solutions in premier health providers across Canada. Under his leadership, each member of GE Healthcare's performance solutions team, including Mr. Brown, was expected to obtain and maintain their Black Belt designation in Six Sigma. This group became expert in the application of GE's change management toolkit, which included the GE change acceleration process and GE workout.

Upon leaving GE Mr. Brown spent five years as an operating partner in AdapCS Canada, a Canadian-based healthcare technology start-up, offering expertise in clinical informatics and patient access. Mr. Brown was then recruited lead the development of Beacon Partners' Canadian healthcare solutions business. With Beacon Partners he continues to expand his knowledge of change leadership and methodologies, such as Six Sigma, and apply his expertise to the Canadian healthcare market.

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