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VIRSYS12: A COOL VENDOR & CONTENDER, RECEIVES FIRST FUNDING ROUND

Salesforce Ventures' SI Trailblazer Fund Leads First Investment in Female Founded and Owned, Healthcare Technology Consultancy

Nashville, TN – May 31, 2018 – Founder and CEO Tammy Hawes announced today that Salesforce Consulting Partner Virsys12 has been recognized in a list of “Cool Vendors” in a research note by Gartner, Inc and they are positioned as a “Contender” in a report by IDC. In addition, Virsys12 recently closed its first round of outside funding led by Salesforce Venture’ SI Trailblazer’s Fund. Notably, Virsys12 was also recently the recipient of a 2017 Salesforce Partner Innovation Award for their implementation of Health Cloud.

“We believe our customers’ success is our greatest reward,” explains Hawes, who has funded and owned Virsys12 since launch in 2011. “However, we also believe acknowledgement of our work by these two prestigious research firms is testimony to the expertise of our team and our ability to successfully customize Salesforce for the complexity of healthcare.”

Gartner named Virsys12 a “Cool Vendor” in a March 20, research note: *Cool Vendors in Application Services, 2018*, ID: G00351365 (Patrick J. Sullivan). According to Gartner, vendors selected for this report (available to [Gartner clients here](#)): “are innovative, impactful and intriguing.” Additionally, Bryan Cole, Gartner Analyst, mentioned Virsys12 as a representative vendor for Payers to “address the root causes of bad provider data with all-in-one PNM platforms” in a 3/2/18 research note: *Top Pain Points and Solutions for US Healthcare Payer CIOs in Provider Network Management*. Gartner has previously identified Virsys12 as a North American Salesforce provider for three years in a row.

Virsys12 was also named a “Contender” in the IDC *MarketScape: US Contract Management Tools for Payers 2018 Vendor Assessment*, Doc #US43511218, February 2018. The inclusion was Virsys12’s first recognition by IDC (International Data Corporation) a global provider of market intelligence. The report is available to IDC members and available for purchase by non-members [here](#).



“The investment from the SI Salesforce Trailblazer Fund will support company growth to meet the increasing demand in the market for Health Cloud implementations and to continue to provide our clients with transformational technology on the Salesforce platform,” comments Hawes. “This investment in Virsys12 feels like a next step.”

Comments on the News:

- **About Virsys12 being named a Cool Vendor:** “As an Advisory Board member for Virsys12 and a Go-To-Market partner with our Healthcare IT Leaders team, I believe Virsys12 is one of the most innovative and effective partners in the whole Salesforce Healthcare ecosystem,” comments Ernie Riddle, principal with Healthcare IT Leaders. “Their dedication to excellence consistently provides true customer success and to me, *that fact* is what makes the Cool Vendor designation more than just opinion.”
- **About Virsys12 being designated a Contender/IDC:** “The Virsys12 team understands the dual needs of both payers and providers and configuring the Salesforce platform to manage the complex relationships necessary to report and manage processes, contracts, and risk successfully,” shares Bill Southwick, CEO Qualderm. “The IDC recognition is a testament to their growing success.”
- **About Virsys12’s impact in healthcare and the investment:** “Virsys12 has been focused on transforming the business of healthcare from their launch,” says Neeracha Taychakhoonavudh, SVP, Industries at Salesforce. “This investment will provide more fuel as they continue to act on their vision for providers, payers, pharma and medical device organizations.”

About Virsys12

Virsys12 is a Salesforce Consulting Partner focused on healthcare innovation nationwide. With success providing transformative technology for midmarket to enterprise, public and private organizations, the team maintains top customer satisfaction ratings and user adoption. A recipient of the 2017 Salesforce Partner Innovation Award for Healthcare & Life Sciences, their services are guaranteed for implementations, integrations, applications, and technology strategy. More at Virsys12.com, [@Virsys12](https://twitter.com/Virsys12), Solutions @ virsys12.com

Salesforce Ventures

Salesforce, the global leader in CRM, empowers companies to connect with their customers in a whole new way. Salesforce Ventures — the company’s corporate investment group invests in the next generation of enterprise technology that extends the power of the Salesforce Customer Success Platform. Portfolio companies receive funding, access to the world’s largest cloud ecosystem and guidance from Salesforce’s innovators and executives. With Salesforce Ventures, portfolio companies can also leverage Salesforce’s expertise in corporate philanthropy by joining Pledge 1% to make giving back part of their business model. Salesforce Ventures has invested in more than 275 enterprise cloud startups in 17 countries since 2009. For more information, please visit www.salesforce.com/ventures.



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