

Mach7 Appoints New VP of Sales and Marketing

Update on Company's Strategic Progress

Melbourne, Australia; 15 May 2019: Mach7 Technologies Limited (“Mach7” or the “Company”) (ASX:M7T) is pleased to announce Mr. Travis Nuzzi has been appointed as Mach7’s Vice President of Sales and Marketing. In this role, Mr. Nuzzi will direct sales strategy, identify unmet market needs, and drive commercial growth in the United States. Hiring Mr. Nuzzi marks progress toward the Company’s continued reinvestment into commercial functions.

Biography

Mr. Nuzzi has over 20 years’ experience in both technology and business development roles in the healthcare IT sector, including roles at GE Healthcare, UltraRAD, Dell, PaxeraHealth, and more. He is an accomplished sales leader with a focus on business development strategies and a passion for using emerging technologies to create solutions that address customers’ complex needs. Mr. Nuzzi graduated from Virginia Polytechnic Institute and State University with a Bachelor of Science, majoring in Electrical and Electronic Engineering, with minors in Mathematics and Computer Science.

Commenting on his hire, Mr. Nuzzi said, “I am excited to join the Mach7 team during this period of change. The Company is well-positioned in the industry, and I look forward to using my experience to help the sales team build on Mach7’s recent successes with Hospital Authority of Hong Kong, Sentara Health and MaineHealth to ensure the Company achieves its financial goals.”

Bolstering the Commercial Strategy

The Company continues to reinvest in commercial functions to drive increased sales growth. This is part of Mach7’s goal of achieving cash-flow break even in the next 12-month period while continuing to make progress commercially.

Mr. Nuzzi’s strategic industry experience will help the Company with its streamlining of sales process, product consolidation, and “go-to-market” strategy. Additionally, the marketing effort will be significantly bolstered through more aggressive campaigns, more frequent mass market communications, and an overhaul of the company website. Mach7’s sales and marketing data entry touchpoints will be consolidated, making access to customer, prospect, and lead data more convenient and available for reference to every member of the commercial team.

All these changes will drive generation of net new customer leads, overhead cost reduction through consolidated commercial operations, and greater accountability among the commercial team.

Mike Lampron, Mach7 CEO, said, “As stated in our last release, an improved commercial focus is a big part of our strategy. I’m pleased to have Travis joining the Mach7 family and am excited to watch the team perform under his leadership. He brings a diverse background to Mach7 that will assist us as we transition from an engineering-focused company to a commercially-driven company. This represents an exciting time for Mach7 and I’m thrilled to have Travis’ experience to help guide our path to cash flow break even and beyond.”

The Company will provide a Q4 (FY2019) update to shareholders in July, followed by its full year financial results in August.

About Mach7 Technologies:

Mach7 Technologies (ASX:M7T) develops innovative data management solutions that create a clear and complete view of the patient to inform diagnosis, reduce care delivery delays and costs, and improve patient outcomes. Mach7’s award-winning enterprise imaging platform provides a vendor neutral foundation for unstructured data consolidation and communication to power interoperability and enables healthcare enterprises to build their best-of-breed clinical ecosystems. Mach7’s sophisticated workflow tools, advanced clinical viewing and optimized vendor neutral archiving solutions unlock silos of legacy systems empowering healthcare providers to own, access and share patient data without boundaries. Visit Mach7t.com.

For more information, contact:

Jenni Pilcher
CFO, Mach7
jenni.pilcher@mach7t.com