



## One Call Medical Appoints Chief Sales & Marketing Officer

*New Executive to Structure Sales & Marketing Operations for Continued Growth, Post-Acquisition Integration, and Ongoing Market Leadership*

Parsippany, NJ (December 12, 2011) - [One Call Medical](#), Inc. (OCM), the nation's leading provider of specialty services to insurance payers, today announced the appointment of John (Jack) Baxter to the position of chief sales and marketing officer. Following OCM's four acquisitions over the span of 15 months, the newly created position of chief sales and marketing officer will help to integrate, structure and strengthen OCM's national sales and marketing operations.

OCM CEO Don Duford commented on the appointment: "To foster ongoing success in the workers' compensation market, we have added depth to our management team. The timing is perfect to bring a seasoned sales and marketing executive of Jack's caliber on board. We feel confident his expertise will be instrumental in our plans to continue aggressive growth, strengthen our position as the trusted partner in insurance, deliver upon service excellence, and expand our portfolio of specialty claims services."

"I'm excited to join One Call Medical; the company's success has been inspiring," said Baxter. "OCM is a market leader in workers' compensation, defining the standards of excellence in managing referrals for diagnostic radiology, transportation, translation, and dental care. Their growth is a testimony to a value-driven, customer-focused business model. I look forward to leading the sales and marketing team to achieve even greater levels of sales performance and to clearly communicate to the market the value, savings and benefits OCM provides."

Baxter has nearly 20 years of sales and marketing leadership including both national and global assignments. Prior to OCM, Baxter served as division vice president of worldwide sales operations at ADP, where he supported a 5000-person sales team and more than \$1 billion in annual sales on five continents. Baxter first joined ADP in 1995 as a major account district manager in New York City. Over the span of 16 years at ADP, he held several positions in sales leadership and operations and accumulated a broad range of sales and marketing experience that includes sales and marketing strategy; sales support, enablement and communications; channel development; M&A conversion and integration; and sales compensation and recognition programs.

### **About One Call Medical, Inc.**

One Call Medical, Inc. (OCM) is the nation's trusted partner, delivering a suite of easy-to-use, efficient and cost-effective specialty services that help claim professionals achieve

superior outcomes. We provide the experience and reliability that optimizes each claim, setting the standard in innovation, customer service, and dependability.

When the management of every claim makes the difference to your bottom line, you can depend on OCM to provide easy, fast, and effective solutions. Through OCM's specialty diagnostic, transportation, translation, interpretation, and dental network services, our customers benefit from access to fully credentialed providers, prompt scheduling of services, and improved care.

Whether you are a payer, provider, injured worker, or patient, OCM's specialized and consultative programs offer superior service delivery and value. With One Call Medical, better medical outcomes are only one call away.

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