



**Chad Deterding**  
Vice President of  
Business Development

**Chad Deterding serves as Vice President of Business Development at Simione Healthcare Consultants to support the firm's continued growth in providing solutions for healthcare organizations to improve the quality and delivery of healthcare at home.**

A resident of Missouri, Deterding has been actively engaged in healthcare for 17 years, marketing and supporting solutions for home care, hospice and private duty services. He has served in both account management and business development roles, working with electronic medical records, telehealth, delivery and inventory management, revenue cycle, CRMs, specialty and infusion pharmacy solutions, interoperability, as well as business intelligence and analytics tools.

With more than 25 years of progressive experience in sales and business development in the healthcare technology, home improvement and retail industries, Chad most recently served as regional sales manager for Mediware Information Systems, Lenexa, Kansas, for the home infusion, medical equipment and pharmacy services. He served for 15 years as a business development executive with McKesson Corporation, supporting sales and marketing activities for post-acute EMR, telehealth and revenue cycle software and services. Deterding also spent nine years leading sales initiatives at Sherwin-Williams and Spectrum Brands Inc., responsible for several hundred retail locations across the U.S.

Deterding earned a bachelor's degree in business with a focus in management and marketing from Rockhurst University, Kansas City, Missouri.