Custom Software Systems, Inc. (CSS)

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Custom Software Systems, Inc. (CSS) Announces New VP of Sales

Custom Software Systems (CSS) announces the promotion of Hap Farber to Vice President of Sales in a movement to further strengthen executive leadership. In this position, Farber will plan specific strategies and formulate policies regarding sales initiatives, so that the company goals and objectives are met with expanding territories.

A veteran of the healthcare industry with 35 years of experience, Hap Farber has been a key member of the Custom Software Systems Team for more than 20 years, playing an integral role in sales and customer service and making a significant contribution to company growth. Hap has always been "goal oriented;" in college he was an All-South, All SEC, and Honorable Mention All American Defensive End for the Ole Miss Rebels. After graduation and a season with the Minnesota Vikings, he began his healthcare marketing career with pharmaceutical leader Hoffman-LaRoche Corporation and the Baxter Travenol Corporation. In 1990, Hap joined Custom Software Systems as an account manager to carve out new territory across the Southeast and Southwest United States. Over the years, clients have come to rely on Hap as both their "friend and advocate" in addressing their vital health information needs. His success in developing and maintaining long-term client relationships is proven; several client hospitals have been with CSS for more than twenty years.

CSS President and CEO Richie Wilkes said, "We are lucky to have an executive with Hap's proven sales record and character and I am confident that he will serve CSS extremely well as VP of Sales.

As the new Vice President of Sales for Custom Software Systems (CSS), I will continue to instill into the sales team the necessity of building and maintaining client-centered relationships, of listening to the clients' needs, and providing the best service possible to the hospitals, clinicians and physicians that we serve. In my years of experience, I have found that the flow of information between the client and CSS is the most important factor in the successful development of the hospital information system.

About Custom Software Systems, Inc. (CSS)

Custom Software Systems (CSS), the Nashville-based provider of IT solutions for the health care industry for more than 25 years, offers a complete range of solutions, including certified inpatient electronic medical records (EMR); laboratory and clinical management; financials; document management; and a browser-based digital image viewer (PACS). For more information, go to www.ChartSmartEMR.com.

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