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President/COO & Chief Growth Officer at Unissant

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← Experience



President/COO & Chief Growth Officer

Unissant

Oct 2017 - Present · 4 yrs 8 mos

Herndon, VA

Responsible for directing and overseeing all Operations/Delivery, Recruiting, Contracts, Market Development, Business Development, Capture Management, Strategic Planning & Go-to Market Growth Strategy and Delivery Execution for both Commercial and Federal business. Manages the entire Executive Team with complete P&L responsibility for the entire Company.



Owner

Bonner Hill Farms - Self-employed

Oct 2020 - Present · 1 yr 8 mos

Littletown, Pennsylvania, United States

Bonner Hill Farms is a Thoroughbred Breeding Farm in Pennsylvania. Visit www.bonnerhillfarms.com to learn more.



Treasurer Board Of Directors

Carroll County Veterans Independence Project

Sep 2017 - Jun 2021 · 3 yrs 10 mos

Westminster, Maryland



Board Member

City of Westminster Board of Zoning Appeals

Jul 2016 - Nov 2019 · 3 yrs 5 mos

Westminster, Maryland

Board member for the City of Westminster for zoning appeals for variances and exceptions to zoning rules.



Vice President, Federal Health

Standard Technology Inc.

May 2015 - Oct 2017 · 2 yrs 6 mos

Bethesda, MD

Ensure the company's long term sustainable revenue growth and enhance, modify and execute the company's strategic plan. Responsible for identifying and successfully winning near term opportunities while strategically positioning STI for long term growth. Working with STI's President, continuously review, assess, modify and execute STI's strategic plan.



Military Health Lead

Accenture Federal Services

Oct 2013 - May 2015 · 1 yr 8 mos

Arlington, VA

Responsible for building growth in the Military Health business of AFS.

The primary BD Lead for pursuit of the Defense Health Agency DHMSM Program at Accenture and assisted the Capture Manager in all of the pursuit/capture activities. I was a key member of the Accenture teaming strategy development and selection of the EHR for bid. Led the small business teaming development and participated in all proposal reviews. I worked closely with our Prime Leidos on the proposal prep and proposal development. The Leidos Team won the DHMSM Award valued at \$48.



General Dynamics Information Technology

4 yrs 6 mos

- **Sr. Director, Strategic Planning and Business Development**

Mar 2010 - Oct 2013 · 3 yrs 8 mos

Responsible for developing and executing 5-year Strategic Plan, building and maintaining solid business development pipeline of opportunities, guiding and mentoring staff in pursuit and capture of new contracts, and identifying new capability areas to build to ensure readiness to support future needs in military health programs. Foster relationships with senior individuals in the MHS, act as capture manager for large opportunities, participate on proposal review teams, and provide subject matter expertise on programs.

Keep abreast of needs in MHS related to EHR, virtualization technologies, research in advanced healthcare technologies such as telehealth and virtual reality/simulation, warrior wellness and wounded warrior programs, and advanced battlefield healthcare solutions

- **Deputy Program Manager**

May 2009 - Mar 2010 · 11 mos

Provide project management and technical expertise in the area of telemedicine and medical technologies for various initiatives within GDIT's military Health Services Group.

Currently Deputy Program Manager for program management support for The National Center for Telehealth & Technology, Defense Centers of Excellence (DCoE) for Psychological Health and Traumatic Brain Injury Directorate/Center support in the National Capital Region (NCR). Manage a staff 5-8 professionals. Manage programs for development of advanced technologies for use in psychological care of military personnel including, but not limited to, web-based outreach initiatives, collaborative technologies, mobile telehealth requirements, model development, strategic planning, logistics evaluations, studies and analyses.



Owner/Healthcare IT Recruiter

Bonner Healthcare Recruiting, LLC

Aug 2006 - May 2009 · 2 yrs 10 mos

Contract Healthcare recruiter for IT personnel, focused on PACS, CPACS, CVIS, RIS and Clinical Healthcare IT.

Healthcare IT/PACS Consultant



Director, Product Management

Emdeon Practice Services

Feb 2006 - May 2006 · 4 mos

Responsible for product vision, strategy and management of the radiology product line, which includes RIS, Document Imaging and PACS.



Senior Application Analyst

Shands HealthCare

Sep 2004 - Feb 2006 · 1 yr 6 mos

Responsible for support of Radiology, Pharmacy, Laboratory and Respiratory Information Systems

- Siemens Novius Radiology, Misys Laboratory, McKesson Meds Manager, Stentor iSite Enterprise Distribution, Powerscribe

Project management of new systems and add-ons in the above ancillary services.

- Managing a Point-of-Care Testing (POCT) Data Management System Project System integration design and requirements definition, RFP development, managed vendor selection process, contract negotiation, implementation planning and work plan development.

Worked on several other projects in the Laboratory and Hospital-wide

- Blood Bank Replacement Project market and vendor review, and selection

- Outreach Program Development system integration and design, requirements definition, and vendor review.
- Barcoded Patient Armband Project Implementation of a barcoded patient armband solution and process review for utilization by end-users.



Director, Radiology Product Line

Misys Healthcare Systems
Apr 2002 - Aug 2004 - 2 yrs 5 mos

Responsible for product vision, strategy and management of the entire radiology product line, which includes Misys Radiology (RIS) and Misys Image Management (PACS). Accountable for the health and wealth of the entire radiology product line.

Interim Director for entire Laboratory Product Line (4 products Gen Lab, Com Lab, AP, and Outreach)



Owner - Consultant

imed systems & consulting, LLC
Sep 2000 - Apr 2002 - 1 yr 8 mos

Assisted clients with RFP development and vendor selection process. Conducted PACS/RIS Needs Assessments and Business Case Analysis for strategic planning and budgetary purposes.

Conducted PACS workstation training for IBM DIN-PACS sites for radiologists, radiology technologists, clinicians and providers, and system administrators.



Manager, Image Management

ADAC HCIS
Nov 1998 - Sep 2000 - 1 yr 11 mos

Assisted with strategic decisions regarding adding new products to our image management solutions and final development of our PACS solution.

Managed the team responsible for Nationwide (Including Canada) Image Management (IM) implementations, project management and product support.



Vice President, Medical Systems

Meta Solutions
Feb 1997 - Oct 1998 - 1 yr 9 mos

Responsible for providing technical, competitive and marketing assistance to the CEO for positioning, development, support and training of telemedicine and associated clinical medical products.

Responsible for assisting in identifying, qualifying, developing, and closing commercial and government sales opportunities within MSI's medical imaging/telemedicine products, technical support, and system engineering & integration services. Directs the sales organization and develops, manages product/services distribution channels.

Responsible for maintaining a profitable division at agreed upon levels that will ensure the continued growth of the Medical Systems Division. Monitors Division's expenses from both overhead support and direct expenses related to jobs. Maintains Division budget and manages all overhead-related expenses, including personnel hiring actions and division growth. Managed a division of over 15 people.



Captain, MSC

United States Air Force
Jan 1980 - Apr 1997 - 17 yrs 4 mos

Medical Advanced Technology Management Office (MATMO) - Director, Telemedicine Program Development - 1996-1997

- Consultant to Assistant Secretary of Defense (Health Affairs) and Defense Information Systems Agency on issues related to telecommunications infrastructure and operational community-based Telemedicine.

- Developed/Project Managed joint collaborative telemedicine research programs with civilian industry in telemedicine.

DoD TRICARE Region 6 Office - Director, Telemedicine - 1994-1996

- Responsible for integrating the various initiatives in telemedicine (teleradiology/PACS, telepathology, teleconsulting, and tele-education) into one regionally based project. The project was the first pilot telemedicine project of its kind in DoD.

DoD TRICARE Region 6 Office - Director, Provider Network Management - 1993-1994

- Key member of TRICARE Southwest staff, responsible for the development of the Region VI Request for Proposal for the Managed Care Support Contract.



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