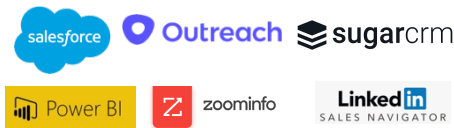


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METRICS

37% YOY growth subscription sales
23 \$1M+ size deals vs 15 PY, 6 PY2
#1 growth year in 80-year history

SALES ENABLEMENT TECHNOLOGY STACK



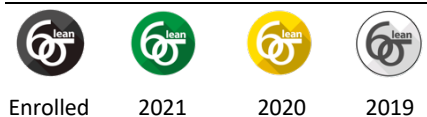
SKILLS

Strategic Planning | P&L Full Responsibility
Go To Market | Forecasting | Budgeting
Compensation Incentive Plans | Enterprise

TRAINING AND CERTIFICATIONS

Challenger Sales Methodology (2022)
Corporate Executive Board
MEDDPICC Qualifying Methodology (2023)
MEDDPICC Certified w Andy Whyte
Strategic Selling (2003, 2010, 2016)
Miller Heiman Group
Large Account Management (2015, 2016)
Miller Heiman Group
Effective Negotiating (2009)
Karrass, Dr. Chester L. Karrass

LEAN SIX SIGMA



COMMUNITY INVOLVEMENT

Board of Directors | NF Colorado (2017-20)
Neurofibromatosis non-profit
Board of Directors | CTF (2012 – 2017)
Children's Tumor Foundation (Denver)
Board of Directors | CTF (2010 – 2012)
Children's Tumor Foundation (New York)

EDUCATION

Harvard Business School (2018)
CORE: Credential of Readiness
Business Analytics, Economics for Managers, and Financial Accounting

John Ashworth

SVP Global Sales – Strategic Accounts

Global sales leadership professional consistently **leading sales teams to deliver exceptional results** in healthcare, biotech, and defense industries. Skilled at growing talent and building teams, large and small. Champion for a people-first culture. Trusted advisor to executive leadership. Agile problem-solver.

PROFESSIONAL EXPERIENCE

Vice President of Sales

Agiliti | Eden Prairie, Minnesota
2022 – Current | Ownership: Public (AGTI)

\$1.2B medical equipment company w 5k+ EEs providing healthcare services to 9k+ hospitals and health systems in the US by deploying 250k+ medical devices from 150+ service centers

Sales leader for 3 growth segments within Clinical Engineering, including: Biomedical, Diagnostic Imaging, and Surgical Equipment (3 largest GPOs: Vizient, Premier, HealthTrust)

- 116% of quota in sales growth through concentration on capitated subscription
- 10% YOY growth in CE revenue, +14% in Q4 (CE is 38% of Agiliti total revenue)

Senior Vice President, Global Sales – Strategic Accounts

SIMCO | Santa Clara, California
2003 – 2022 | Ownership: Private (family owned)

Global provider of calibration and repair of Measurement & Test Equipment (M&TE) plus Software-as-a-Service (SaaS) w 25 laboratory locations across Asia, Europe, and Americas

Accelerated velocity of customer acquisition via structured sales engagement and concentration on enterprise selling of Master Service Agreements

- 24% YOY strategic account growth selling into 38 of the top 50 global brands
- Launched expansion of new solution into 57 countries
- Defense sales experience includes L3Harris, BAE, General Dynamics, Northrop Grumman, Raytheon, Lockheed Martin, and NASA
- Healthcare sales experience includes GE Healthcare, Siemens Healthineers, Stryker, Medtronic, Philips, and Boston Scientific

Institutionalized adoption of digital transformation for routine workflows to eliminate production disruption caused by manual, fragmented, and isolated point solutions

- 81% YOY sales growth in subscription as annual recurring revenue
- 68% increase in average deal size via intro of Manufacturing Support platform

General Manager

SE Labs (Trescal) | Santa Clara, California
1997 – 2003 | Ownership: Private Equity (OMERS)

€340M global calibration provider w 140 labs, 3.7k EE's, 3.3M annual calibrations, 50k customers, and global headquarters in Paris, France

Full P/L responsibility for SEL business unit including sales, operations, quality, and finance with laboratories in Silicon Valley, Texas, and New England

- 238% revenue increase of SEL business unit
- Pioneered enterprise selling w strategic accounts, including Cisco Systems, Space Systems/Loral, Lockheed Martin, Advanced Micro Devices (AMD), and Seagate

John Ashworth

SVP | Global Sales – Strategic Accounts

Global Sales Leadership Professional
Visionary | Analytical | Agile | Resilient | Focused | Assertive



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ABOUT

Consistently **leading sales teams to deliver exceptional results** in healthcare, biotech, and defense industries. Skilled at growing talent and building teams, large and small. Champion for a people-first culture. Trusted advisor to executive leadership. Agile problem-solver.

- **Award-winning, record-breaking sales performance that surpasses expectations**
- Experienced in developing global strategic alliance ventures
- Passionate about developing others as leaders

EXPANSION AND GROWTH CATALYST

Revenue Acceleration | lead global salesforce 50+ EE's, exceed plan by 7-figures, produced 8-figure growth multiple years.

Enterprise Clients | Aerospace Defense, Medical Device, & Networking, including: L3Harris, BAE, General Dynamics, Northrop Grumman, Raytheon, Lockheed Martin GE Healthcare, Siemens Healthineers, Stryker, Medtronic, Philips, Boston Scientific Cisco, Seagate, Intel, KLA, AMAT, Space Systems/Loral, SpaceX, and NASA

Healthcare Clients | GPO: Vizient, Premier, and HealthTrust. IDN: HCA, Mayo, CommonSpirit, Dignity, UC Health, Kaiser, Community Health, Advent, Mount Sinai

Global Expansion | catalyst for growth into multiple new geographies, including Worldwide: China, India, Thailand, Ireland, UK, France, Germany, and Mexico America: Utah, Minnesota, Alabama, Colorado, Tennessee, Arizona, Texas, Florida

BUSINESS LEADERSHIP

SENIOR VICE PRESIDENT | responsible for global sales including geographic expansion through explosive growth with Fortune 100 lives-at-stake enterprises in medical device and aerospace defense verticals

MANAGING BOARD | responsible for strategy, mission, values, operational policies and decisions, deployment of human and capital resources, evaluation of trends, risk management system, and corporate financial performance

CHIEF IMPACT OFFICER | strategic guidance and community leadership to drive advocacy and awareness. ambassador, fervent promoter and advocate, responsible for creating transparent, inspiring story, and bringing the human connection to life

TESTIMONIALS

"Johnny has a better mind and skill for SIMCO's value proposition, the customer's challenges – and the potential at their intersection – than anyone in the company. His passion, enthusiasm, and sense of purpose for this intersection is infectious to everyone around him. Johnny's empathy for people is driven by his interest in and flexibility for evolving and growing himself. Leveraging his tenure in the industry, whip smart intellect, and unparalleled sense for strategy, there is no one better at carrying forward SIMCO's mission and values to our customers than Johnny."

Brian Kenna, CEO @ SIMCO

"Your enthusiasm and energy coupled with your background made you an ideal fit. However, I was not prepared for your 'over the top' contribution. You excelled well beyond expectations and established the foundation for the sales successes of the coming year. I knew that you had the talent, but I was not expecting that you would take charge in such a dominant way. Your personal and managerial contributions helped shape the organization towards achieving its growth potential."

Frank Binzoni, EVP @ SIMCO

LIFE PHILOSOPHY

Improving Lives in Moments that Matter

VALUES AND PRINCIPLES

While financial performance results measure success for shareholders, I believe **how we do anything means everything**, which elevates the significance of core values and principles. Mine include:

- **Values:** Agency, Integrity, Trust, Empathy, Equality
- **Principles:** Love One Another, Service Before Self, Assume Positive Intent, Develop Others as Leaders, and Volunteer Discretionary Effort

MOST PROUD OF

Lives at Stake Ambassador

Championed the noble cause with courageous focus on the real customers, people whose **lives are at stake**

- **Patients and Families** relying on accurate diagnostic information and dependable medical devices or innovative pharmaceutical remedies to promote higher quality of life and healthy living
- **Warfighters and Homefront Families** relying on defense solutions to protect those who protect us & our freedoms; protect those who can't protect themselves; bringing peace to a world in turmoil

PROFESSIONAL HIGHLIGHTS

- **#1 Profit Results** – 4 of top 5 years, 55 yr history
- **#1 Top Producer** – largest deals, highest margin
- **Winning Presentations** – 2k proposals, \$1B wins
- **Executive Leadership** – 20 years of experience
- **Strategic Planning** – trusted advisor & confidant
- **Cross Functional Collaboration** – loyal citizen
- **Customer Centric** – relationship equity builder
- **Global Experience** – Americas, Asia, and Europe
- **High Potential** – recruit/develop high performers

GALLUP CLIFTON STRENGTHS

Leads with Strategic Thinking themes, absorbing and analyzing information to make better decisions

1. **Learner:** insightful comprehension and continuous improvement
2. **Strategic:** create alternatives, understanding prevailing circumstances and available resources
3. **Belief:** purpose and devotion emerging from core values
4. **Intellection:** introspection, reflective processing for clarity and understanding
5. **Developer:** recognize and cultivate the potential in others
6. **Connectedness:** faith in links among all things
7. **Achiever:** stamina, productive
8. **Responsibility:** psychological ownership, loyalty
9. **Activator:** turning thoughts into action
10. **Command:** presence and decision-making