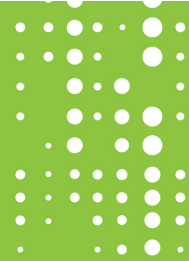


Life@ZOTEC



Tony Martinez

Director, Client Relationships, Radiology



This week, we're honoring the team members who make our Clients a priority every day. These extraordinary individuals understand that care, excellence, and creating trust by following through on our commitments is the key to expertly serving our Clients and letting them do what they do best.

Hi Tony! Can you share a little bit about who you are and what you do at Zotec?

I am a Director of Client Relationships. In my role at Zotec I bring the passion for the Zotec Way that all of our teams have to the forefront with my Clients. My success relies on being a trusted advisor and an effective manager in meeting our Client's needs through coordination with both the Client and our Zotec teams.

How long have you been with Zotec, and how have you seen our company transform since you started your career with us?

I started with MBS in 1992 and we joined the Zotec family in 2011. This July, it will be 30 years of continuous service in various roles between both organizations. In my 11 years as part of Team Zotec we have evolved from a dynamic entrepreneurial growth-oriented organization to a well-structured, Client-centered organization. Because of our dedicated teams, organizational support, and huge emphasis on the Client relationships, we are the industry leader in the RCM space.

I feel very privileged and proud to have a role in this history and know that I was able to contribute to this evolution!

How has our focus on the Client evolved?

I have seen Zotec evolve over the years from a provider of software services to a provider of full Client RCM services. Though both ends of the spectrum need to be Client-centered, the latter (RCM) type of organization has a much greater responsibility and role in providing excellent outcomes for the Client, as it effects their revenue in the ever-changing healthcare world. We have never been afraid of being passionate about our Client's success through being a cutting-edge innovator in the RCM world.

How do our teams across Zotec work together to take care of our Clients?

I am blessed to have the opportunity to work with our teams - from Operations, IT, Compliance and Coding to Patient Outreach, Support Services, and other Client Relationship Managers. These teams are the best in the industry. Even more importantly, they have a Client-centered passion and responsiveness in supporting me in my role which is centered on achieving success for our Clients, long term.

How do you personally work to ensure our Clients have what they need to be successful?

Each and every day, I work to bring my passion and experience to the forefront for our Clients, supported by our extraordinary teams. My ultimate goal is for Zotec to be the long-term trusted advisor for not only our current Clients, but future ones as well.

We use the words Innovator, Collaborator & Doer when describing our team members. How does that translate into the work you do?

I believe those adjectives all describe our teams. I would add passionate, talented and responsive, with a genuine sense of caring for each other and our Clients. This makes Zotec the only place to be if you want to make a difference in this industry. It allows me to be successful in being a trusted advisor to our Clients.





Tell us about what you love to do when you're not working.

I love creating as many memories as possible with friends and family, and sharing loving moments with them as much as possible.

Last question ... what's one word you would use to describe Zotec?

Passion.



Inspired to become a part of Team Zotec?
Check out [our current openings!](#)