

SPECTRALINK PEOPLE: In the Spotlight



BILL FOSTER
Business Development
Director, Healthcare



Married 38 years to his amazing wife, Kim

Doting father and grandfather

Avid cyclist and experienced scuba diver
with 200+ dives

Traveled to 29 countries

Co-author of "Coaching for Peak Employee
Performance"

Bill Foster puts his whole heart into everything he does, whether he's building rock-solid relationships with some of healthcare's biggest technology players or cycling outside the open roads in Austin, TX.

A successful business development director, published author, mentor, cyclist, scuba diver and surfer, Bill Foster isn't easily defined by one interest or activity. But the passion, integrity and genuine kindness he brings to every role, at work or play, has made him one of Spectralink's most respected, trusted and inspiring leaders.

"I've learned in my career the importance of surrounding yourself with exceptional people. I often say, 'None of us is as smart as all of us.' It's a good reminder that we all bring different competencies, knowledge and skills."

In my role as Business Development Director, I do a lot of listening. I try to determine if someone is asking for support or seeking direction. I try to understand the situation as much as I can so I can draw from my own experiences to give them guidance or at least help point them in the right direction to get the guidance they need."

Bill is one of most positive, passionate people I've ever met. He has great integrity and selflessness. He rises to be a leader no matter what program or project he's working on. And he brings the best out of everyone.

EDWARD BAIRD
VP of North America Sales

In the industry, there's a handful of people I truly trust—and Bill's one of them. He has very high integrity. I know if I called him and needed something, he'd step up and do it. He's also a great mentor; he takes the time to understand and guide you... to help you understand why.

KOURTNEY GOVRO
Sphere3

What's the best part of your job?

Watching and being part of our business partners', and ultimately our customers', success. Healthcare is near and dear to my heart. My wife is an RN. But everyone is touched by healthcare, and the space we play in, so communication and collaboration, directly contributes to better outcomes for patients.

Which Spectralink brand DNA element do you personally gravitate towards and why?

My focus is to ensure we have strong, symbiotic industry partnerships. By collaborating with solution partners that enable our mobile devices to be the cornerstone of their clinical communication platform, we can deliver on the promise of improved communication through our innovative hardware coupled with their intelligent workflow applications. When you have a complete solution, the conversation with the customer isn't about the phone, it's about the positive outcomes for patients and clinicians.

Mobility is transforming the way we work and live.

Through industry collaboration and innovation, ideas are born.

With decades of creating game-changing solutions, we continue to build on our successes while exploring what's next, what's possible.

We believe in our determination to do extraordinary things.

Our people, commitment to innovation, and our passion are our foundation for success.