

Team

FRANCES LOSHIN PRESIDENT | CEO

Ms. Loshin co-founded Defran Systems in 1984 with the vision of providing the Human Services Industry the same state-of-the-art software technology found within the private sector. Her extensive background in software engineering and human services linked with the continual strides made by the technology industry helped make her vision a reality. Today, Ms. Loshin oversees the design and execution of Defran Systems' strategic corporate, business development and technology vision – providing the drive and leadership that propels the organization and forges long lasting partnerships with our clients. Prior to launching Defran Systems, Inc., Ms. Loshin worked as a software engineer in the banking, insurance, and securities industries. She currently serves as a Board Member for the Software and Technology Vendors' Association (SATVA).

ART KHANLIAN CIO

Mr. Khanlian joined Defran Systems in 2010 bringing with him more than 20 years of experience in Information Technology. An innovative IT leader, Mr. Khanlian is highly skilled in the areas of Software Development, Systems Implementation, Datacenter Operations, Applications Management and Client Support. His particular expertise is helping rapidly growing companies thrive by managing their changing IT infrastructure. Just prior to joining Defran Systems, he served as Vice President of Information Technology for Concur Technologies of Redmond, Washington where he implemented and oversaw the company's global IT infrastructure. In addition, Mr. Khanlian's executive level experience includes managing Development and Systems Implementation at UPS and Andersen Consulting and RDBMS solution design and support for the telecom industry with Oracle. Using proven methodologies and best practices, Mr. Khanlian's goal is to continue to maintain Defran's position as a leader in the human services software space as growing demands such as new technologies and changing regulatory requirements reshape the industry.

RON ACETO VICE PRESIDENT | CLIENT SERVICES

Mr. Aceto oversees Defran Systems' client implementation and training process and has spearheaded the development of new systems, procedures and activities that promote top-shelf customer support since joining the company in 1996. Although Mr. Aceto maintains a leadership role with Defran Systems, he also sustains a front-line connection with all ongoing client projects propelling detailed analysis of individual organization business requirements and processes and project management. Mr. Aceto brings a targeted perspective to Defran Systems through deep experience in Human Services and other industries. His extensive technical expertise in finance has been incorporated into the design and development of Defran Systems' Evolv software product line. And his leadership provides momentum and direction to Defran Systems and our growing client roster.

BORIS KAGAN VICE PRESIDENT | PRODUCT DEVELOPMENT

Mr. Kagan brings extensive experience in application development to Defran Systems since joining the company in 1992. He oversees the software development process for all of Defran Systems' software products, which includes directing his team in the areas of analysis, design, coding and testing. Mr. Kagan also provides direction to the implementation project team for projects with unique requirements. Mr. Kagan is thoroughly familiar with the nuances of human services reimbursement methodologies, including third party billing, and translates that knowledge into software product functionality. Prior to joining Defran Systems, Inc., Mr. Kagan has been instrumental in the design and development of enterprise-wide software systems in various industries. He has also participated in the design, development and maintenance of software for CAD, the development of graphical user interfaces and applications, as well as advanced simulation software.

PETER BALDINO VICE PRESIDENT | FOUNDATION SERVICES

Mr. Baldino joined the company in 1992 and brings an extensive Human Services Industry background to Defran Systems, including his first hand exposure to the industry's unique data requirements and governmental regulatory mandates and how they translate to system requirements. Working closely with his team, Mr. Baldino oversees all aspects of the development of The Company's technology infrastructure resulting in an efficient, cost-effective and state-of-the-art operating technology infrastructure. As Chief Security Officer, Mr. Baldino is the architect of The Company's security rules and regulations and is responsible for enforcement of all HIPAA related policies and procedures.

JULIE INGRAM MSW | DIRECTOR OF SALES

Ms. Ingram joined the company in 1998, following years of working in the field as a Clinician/Social Worker and supervisor in various MH/MR and Child Welfare provider organizations. Ms. Ingram promotes Defran Systems' Evolv line of software products and consulting services to Presidents, Chief Executive Officers, Executive Directors, Chief Financial Officers and Information Technology Executives in human services organizations nationwide. Through her in-depth knowledge and experience with the provider environment, Ms. Ingram can easily speak to unique agency operational needs and requirements. Ms. Ingram's industry knowledge allows the business development team to effectively demonstrate how Defran Systems and our applications answer today's organizational and treatment needs. As Defran Systems' business development and account management team leader, Ms. Ingram also provides the foundation for the development of long-term customer partnerships based upon the sharing of information, promotion of quality products and services, and outstanding customer support.

Learn More

Want to learn more about how Defran Systems can provide a software solution that is right for your organization?

- ▶ [Have a sales representative contact you](#)
- ▶ [Register for our next monthly Evolv-CS Product Overview Webinar](#)
- ▶ [Schedule a Demo of Evolv-CS](#)
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