

TSI Sales Team Resource List

ICs should start with their DSAs

Client Care	Heather.Shepherd@tsico.com
SME Partnerships & Alliances	Glenn.Kurtz@tsico.com
Support Center	Heather.Shepherd@tsico.com
IC Recruiting & Training	Erin.Grubbs@tsico.com
Monthly Training Calendar	Glenn.Kurtz@tsico.com Wally.Schmader@tsico.com
Collections Rate Approvals	Wally.Schmader@tsico.com
Large SME Opportunities	Glenn.Kurtz@tsico.com Wally.Schmader@tsico.com
A/R Instructions & Questions	Craig.Ruffo@tsico.com Linda.Fitzpatrick@tsico.com
Large Healthcare Opportunities	Tom.Gelles@tsico.com
Sales & Collections Commissions	Elizabeth.Frayne@tsico.com
Large Client Contract & Letter Changes	Glenn.Kurtz@tsico.com
IC Questions & Issues	Wally.Schmader@tsico.com

*Large = 100+ accounts placed monthly

The logo for TSI, consisting of the lowercase letters "tsi" in a white, sans-serif font, centered within a solid blue square.