



INTERCEDE HEALTH

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Intercede Health Forms Strategic Partnership with Precedent Health, Inc.

Companies leverage medical management capabilities, provider network management experience to prepare healthcare organizations for Accountable Care

HOUSTON TX—March 1, 2011— Intercede Health, a national medical management company, announces a strategic partnership with Precedent Health, Inc. of Nashville, TN. Together the companies offer services to help healthcare organizations prepare for accountable care.

Accountable care in its most basic form means a care system in which healthcare providers take responsibility for the health of their members and are paid largely based on their ability to meet coordination, quality, efficiency, and patient satisfaction goals. These goals require cooperation and coordination among multiple providers, facilities, and organizations. A major shift in payment strategies often is needed to align incentives.

Intercede Health and Precedent believe that providers are willing to move to more accountable care models, but that they don't always have the resources and relationships needed to integrate multiple stakeholders and efficiently manage care delivery. "The very idea of dramatically changing virtually every point of care delivery in a system can seem overwhelming. We are focused on demystifying and partnering in this change," says Intercede Health CEO and President Gray Miller.

The two companies developed the comprehensive *Roadmap* assessment as a first-step for healthcare organizations considering becoming an Accountable Care Organization. Built on Intercede's successful approach to Hospitalist program evaluations, the *Roadmap* is a weighted, paired review of more than 500 key indicators that signal a system's readiness for the challenges created by health care reform. The evaluation covers everything from PCP practices and specialist networks and availability to inpatient processes and PAC coordination. The process highlights areas of opportunity for improvement and starts the integration process by bringing awareness of the need for change to a medical community.

"We see a large opportunity to build effective physician hospital partnerships and to streamline care processes," says Precedent Health CEO Glen Marconcini. "Combining our leadership team's proven experience in developing and managing successful physician hospital networks and efficient supply chains with Intercede's core medical management strength allows us to offer a complete solution for healthcare organizations seeking quality, integration, and efficiency."

"This is our chance to make significant and positive changes in our health care system. Cost pressures and increased numbers of patients are inevitable and we all have to be prepared," says Miller.

About Intercede Health

Intercede Health (IH) provides physicians, hospitals and health plans with innovative tools and services designed to improve the quality, safety, and efficiency of patient care. Intercede Health offers Hospitalist services, Accountable Care Organization support, Transitional Care Center and post-discharge programs, inpatient utilization review and Order Optimizer software. Visit www.intercedehealth.com for more information.

About Precedent Health, Inc.

Precedent Health, Inc. was founded by industry veterans with a passion to help physicians, hospitals and payers provide high quality patient care in a cost-effective manner. The company's services include the development and management of comprehensive provider networks which will be positioned to succeed under healthcare reform. This includes accountable care organizations, health exchanges and other payment reform arrangements and development of single specialty physician networks which will improve the delivery of care.

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