



**FOR IMMEDIATE RELEASE**

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## **HEALTHCARE SOLUTIONS ANNOUNCES PPO CONTRACT WITH BROADSPIRE**

**Atlanta, August 25, 2010** – Healthcare Solutions today announced a contract with Broadspire, a Crawford Company, to provide physician and hospital network services in 14 states. Under the contract, Healthcare Solutions’ network will be integrated into Broadspire’s BOLD network<sup>SM</sup>, which stands for Broadspire’s Original Landmark Design, and is a composition of the nation’s strongest networks on a state-by-state basis.

“Broadspire chose Healthcare Solutions as a participant in the BOLD network after conducting a thorough analysis of the market,” said Danielle Lisenbey, chief operating officer, medical management services for the third party administrator. “Broadspire’s preferred provider organization (PPO) strategy includes a multi-tiered selection of medical networks on a state-by-state basis to produce superior outcomes for clients. Based on our analysis, Healthcare Solutions’ network will help produce the highest penetration and savings results for our customers in the markets where it’s utilized.”

Healthcare Solutions provides seamless access to the country’s strongest providers. This results in greater network penetration at preferred rates and improved outcomes for the company’s customers.

“The market has long been in need of alternative network solutions,” said David A. George, chief executive officer of Healthcare Solutions, “and we are pleased to expand our relationship with Broadspire to provide PPO network services that will further reduce workers’ compensation medical costs for Broadspire’s customers.”

The new contract to provide PPO network services builds upon an existing partnership between the two companies. Earlier in the year, Healthcare Solutions and Broadspire announced a technology-enabled durable medical equipment (DME) formulary that helps significantly reduce workers’ compensation costs. The formulary, which was developed using clinical protocols, ensures appropriate utilization and helps to mitigate the rising costs of medical equipment and supplies. The program also includes a retrospective program that screens vendor bills to help ensure that out-of-network bills are captured and properly reduced to the applicable in-network contracted rates and prospectively re-directs the claims with recurring specialty healthcare needs to participating providers. This program yields far greater savings than traditional bill review programs and provides enhanced visibility into claimant utilization.

For more information, please contact Jay Moore at IMRE – [JayM@IMRE.com](mailto:JayM@IMRE.com) or 410-821-8220.

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**About Healthcare Solutions:**

Healthcare Solutions, Inc. is the parent company of Cypress Care and Procura Management. Through its affiliated companies, Healthcare Solutions serves as a health service company delivering integrated solutions to the property and casualty markets, specializing in workers' compensation and auto liability/PIP. The company's customers include insurance carriers, third party administrators (TPAs), managed care organizations (MCOs), government agencies and self-insured employers. Utilizing market-leading technology, Healthcare Solutions delivers demonstrated benefits and savings complemented by deep industry expertise. For more information, please visit [www.healthcaresolutions.com](http://www.healthcaresolutions.com).

**About Broadspire:**

Broadspire, a leading international third party administrator for large self-insured organizations, offers a broad array of customized claim and medical management services designed to increase employee productivity and contain costs. Broadspire's U.S. offering of workers compensation, auto and general liability claims administration, medical management and absence and care management, is available bundled or individually. In addition, Crawford provides liability, motor and property claims management services in Europe under the Broadspire brand. Broadspire is based in Atlanta, Ga., with a network of 85 locations throughout the United States ([www.choosebroadspire.com](http://www.choosebroadspire.com)) and Europe ([www.Broadspire.eu](http://www.Broadspire.eu)), including the United Kingdom ([www.broadspiretpa.co.uk](http://www.broadspiretpa.co.uk)).

**About Crawford:**

Based in Atlanta, Ga., Crawford & Company ([www.crawfordandcompany.com](http://www.crawfordandcompany.com)) is the world's largest independent provider of claims management solutions to the risk management and insurance industry as well as self-insured entities, with a global network of more than 700 locations in 63 countries. The Crawford System of Claims Solutions(SM) offers comprehensive, integrated claims services, business process outsourcing and consulting services for major product lines including property and casualty claims management, workers compensation claims and medical management, and legal settlement administration. The Company's shares are traded on the NYSE under the symbols CRDA and CRDB.

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