

**FOR IMMEDIATE RELEASE**

**Contact:** Nancy Hamlet  
678.730.2467

[pr@cypresscare.com](mailto:pr@cypresscare.com)

## **HEALTHCARE SOLUTIONS AND MITCHELL INTERNATIONAL ANNOUNCE SPECIALTY NETWORK SERVICES FOR AUTO CASUALTY MARKET**

**Atlanta –April 13, 2009** – Healthcare Solutions and Mitchell International announced today a new specialty network solution for the auto casualty market. Through a strategic partnership, Healthcare Solutions and Mitchell International have developed a new approach to medical cost management that includes enhanced capabilities for managing pharmacy, diagnostic imaging and other ancillary healthcare costs for auto injury claims.

The solution integrates Healthcare Solutions' specialty networks into Decision Point®, Mitchell International's leading bill review application for the auto industry, to provide deep discounts on covered services and increased visibility into medical dollars associated with claims. For carriers utilizing Decision Point, the solution can be seamlessly deployed with little to no impact on a carrier's technology resources.

"Total medical expenses are rising faster than the rate of medical care inflation, fueled by increases in the number of pharmacy claims, the fastest growing component of healthcare costs, and diagnostic imaging services with increasing utilization and soaring treatment costs," said Dave Torrence, senior vice president of Mitchell International. "Integration of Healthcare Solutions' specialty networks into Mitchell International's bill review process provides carriers discounts ranging between 25-35% over traditional re-pricing methods, and 75% better program use, due to seamless automation within Decision Point."

In addition to substantial discounts, the program also provides improved operational efficiency and enhanced policyholder value and satisfaction. Policyholder value is increased through ease of access at over 50,000 retail pharmacy locations nationwide, the elimination of out of pocket expenses and maximized policy limits. The program reduces the volume of reimbursement checks written due to prospective management of bills and payment to a single vendor through Decision Point. It also reduces the number of paper bills manually entered into the system, eliminating keying errors and payment mistakes.

The integrated solution includes a prospective pharmacy program that yields discounts approximating 30% through a combination of improved management of drug utilization and compliance, the application of industry-standard treatment protocols and network discounts substantially deeper than traditional re-pricing methods that utilize Medi-Span® or Red Book® to only review bills after the expense has been incurred by the policyholder.

Additional ancillary healthcare services included in the program consist of diagnostic imaging, home healthcare and durable medical equipment and supplies. Inclusion of specialty networks into Decision Point increases the number of bills managed through in-network providers and provides discounts averaging 25% below typical charges without disrupting the bill review process. Preliminary analyses indicate that inclusion of specialty network services within Decision Point adds 75 – 80% in additional program usage.

"The comprehensive specialty network solution provides for significant improvement in loss costs related to pharmacy and other ancillary healthcare services, reduces claims administrative burden for carriers and enhances policyholder satisfaction," said David A. George, chief executive officer of Healthcare Solutions. "Integration of specialty networks within Decision Point provides a best in class solution for customers."

For more information about specialty network services offered by Mitchell and Healthcare Solutions, contact Kevin Gitre, Sr. Vice President of Sales for Mitchell Medical at 858-368-8030, or Kim Plotkin, Vice President of Sales for Healthcare Solutions at 303-916-6685.

###

### **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 insurer 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 Mitchell International**

Mitchell International, Inc. ([www.mitchell.com](http://www.mitchell.com)) provides the Insurance P&C market with a variety of technology, database and service solutions with one goal in mind –enable our clients to process their automotive medical claims in a timely, accurate and fair manner. Mitchell International has a 20 year track record of delivering high-quality products and services to auto insurance carriers, service providers and TPAs, allowing them to audit and evaluate first and third-party provider and hospital bills. Mitchell International currently serves many of the top automobile and workers compensation P&C companies and is a leading provider of information, workflow, and performance management solutions to the automotive insurance claims industry, also serving carriers, collision repair facilities, and other commercial participants in the physical damage and automobile and workers compensation related medical claims markets.