



# AVIZENT™

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**Avizent Continues to Succeed Despite the Economy, Signs Major New Clients and Introduces Key Service Initiatives**

*CEO Thomas W. Watson Credits Employees' Support and Innovative Services as Keys to Success*

**COLUMBUS, OH (September 23, 2009)** – Although the economy is continuing to batter a number of industries, national claims and risk management provider Avizent continues to see growth across all business lines.

Most recently, the company announced it will be providing workers' compensation claims management and managed care services for the City of Phoenix, the 5<sup>th</sup> largest city in the nation. In addition, Avizent's managed care sister company Forté was selected by the Texas State Office of Risk Management to provide medical bill review services. Rockport Healthcare, the company's specialty preferred provider organization (PPO) network, has also announced contracts this year with MagnaCare Administrative Services, Tennessee Healthcare and Indiana Health Network.

Employers continue to choose Avizent for its experienced staff, proven technology and ability to tailor programs to fit their unique needs. "We have been able to grow our position in the market through the contributions and support from our talented employees, and through our innovative approaches to helping clients control costs," explains Thomas W. Watson, CEO of Avizent. The company offers a diverse array of integrated services, such as medical managed care, alternative risk captive options and self-insured group programs.

"The severity of workers' comp claims is up as is the incidence of fraud," notes Watson. Avizent's focus for clients has been on greater use of technology to help identify fraud early and improve efficiencies, a more targeted approach on quality PPO network development, and strong managed care programs – emphasizing early nurse case management intervention and evidence-based medicine.

Several notable milestones have contributed to Avizent's growth over the past year, including:

- Introduction of an improved web-based claims reporting option for self-insured and insured clients.
- Addition of a new regional office in Albany, New York to provide workers' compensation claims management services to businesses in New York and New Jersey.
- Creation of a Quick Response Claims Team, which includes experienced claims associates who are available to assist branch offices if an emergency need arises due to unusual circumstances, such as a significant increase in new claims.
- Launch of educational programs, communications and expert assistance with the Medicare, Medicaid and SCHIP Extension Act, which includes new quarterly, electronic reporting requirements for non-group health claims, including workers' compensation, liability and no-fault claims.

In addition to the public and private employers who recently selected Avizent, the company also has numerous long-standing client partnerships. "We have many satisfied clients who have been working with us for several decades. Our clients are our top priority – and with client retention rates consistently above 95% – it shows," explains Watson.

Year-to-date Avizent has added over \$10 million in new business. Watson noted that the third quarter is finishing strong, and the fourth quarter pipeline is even more promising.

**About Avizent:**

Avizent, based in Columbus, Ohio, is one of the fastest growing national risk management providers. They offer claims management, medical managed care, alternative risk options and RMIS technology solutions. The company employs more than 700 associates throughout the United States. For additional information, visit the Avizent website at [www.avizentrisk.com](http://www.avizentrisk.com) or call 888-646-9675.

**About Forté:**

Forté, based in Austin, Texas, partners with insurance carriers, large self-insured employers and third party administrators to provide comprehensive medical management services for workers' compensation and liability claims. The company's national managed care programs include: medical bill auditing and review, utilization review (pre-certification and peer review), case management and integrated managed care plans. For additional information, visit [www.fortereview.com](http://www.fortereview.com).

**About Rockport Healthcare Group:**

Rockport Healthcare Group manages a national preferred provider organization network of over 425,000 providers that serves the workers' compensation medical management sector. The company's single focus of specializing in workers' compensation has resulted in a network of medical providers who understand early intervention, return-to-work guidelines and other industry-specific treatment protocols. For more information, visit [www.rockporthealthcare.com](http://www.rockporthealthcare.com).

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