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## **Florida's Manatee County adopts SCIOinspire PROGuide™ software**

### ***Innovative care management solution to help award-winning health plan identify gaps in care to improve outcomes and manage costs***

Harford, CT – June 3, 2010 – SCIOinspire, Corp., a premier provider of analytics-driven business process solutions for health plans and hospitals, today announced an agreement to provide its PROGuide care management analytics, workflow and outreach software to Manatee County in Florida. PROGuide enables users to manage patient populations more effectively through identification and predictive modeling, as well as member education and fulfillment.

Manatee County, located 50 miles south of Tampa, offers employee health benefits through its "YourChoice" plan, the winner of several awards for innovation and outcomes. Designed to promote better health and to hold beneficiaries accountable for lifestyle decisions, the plan offers graduated cost-sharing scenarios: basic, better and best. All offer the same medical benefits, but with progressively favorable deductibles and co-pays. As a result, program costs are trending at less than 4%, compared to the national average of nearly 10%, which has reduced Manatee County's Government Accounting Standards Board (GASB) 45 retiree medical expenses.

"We have created incentives for patients to take better care of themselves," says Bob Goodman, Manatee County's Employee Benefits Manager. "We have come to the realization that physicians can't change patients' behaviors. Only patients themselves can do that through advanced technology like PROGuide to assist advocates and coaches with their employer's staff and families."

Adoption of PROGuide will advance the county's efforts, he adds. "The software will allow us to identify patients who have not received routine care, whether preventive in nature such as getting a flu shot or part of ongoing disease management efforts such as getting HbA1c levels checked. We can then refer these patients to registered nurses or health coaches as appropriate for outreach and education."

The PROGuide application is integrated with the WLT Software of Florida platform, which supports YourChoice. "Since WLT started working with the Manatee County Health Plan and Bob Goodman in 2007, we have developed and implemented many new capabilities to accommodate and automate their vision," says Tom Brooks, President and CEO of WLT Software Enterprises. "We are excited about the possibilities of a model using PROGuide as a solution to reduce gaps in care – and are receiving positive feedback from WLT clients and health plans across the country."

Reliance upon PROGuide will allow Manatee County to be even more proactive in its approach to population management, adds David Hom, President of Care Management Services for SCIOinspire. "By isolating gaps in care, Manatee County will be well equipped to communicate with plan members and encourage them to seek the care they need. This strategic approach will improve overall wellness, and lower costs as hospital admissions and visits to the emergency department decrease."

SCIOinspire is pleased with this opportunity to collaborate with Manatee County, notes Siva Namasivayam, CEO of SCIOinspire. "The county has earned national recognition for its innovation and



implementation of health programs that achieve genuine results. We are impressed with its commitment to excellence, which matches our own, and are confident that PROGuide will deliver value and assist Manatee County in achieving even greater success.”

### **About SCIOinspire**

SCIOinspire provides analytics-driven business process solutions to the health plans and hospitals, enabling the healthcare community to achieve measurable outcomes, cost savings and increased revenues. Offerings include care analytics, third-party liability recovery, claim audit and overpayment services, data management, care management evaluation and support, and actuarial services. SCIOinspire collaborates with clients through a unique delivery model that includes strategic consulting, analytics support, software-as-a-service technology platforms, and business process outsourcing and co-sourcing. To optimize cost-management outcomes for clients, SCIOinspire draws upon an expert team of clinical, actuarial, legal and analytical resources, complemented by technology and knowledge assets. To learn more about SCIOinspire, please visit <http://www.scioinspire.com>.