



FOR IMMEDIATE RELEASE

Availity Partners with HealthTrio to Provide Online Service Capabilities For Providers, Members, Employers and Brokers

HealthTrio to expand Availity's portal offering in the state of Florida

Nashville, Tenn. and Jacksonville, Fla. (March 22, 2004)—HealthTrio™, a leading provider of e-health and core business solutions for the managed care industry, and Availity, L.L.C., a leading provider of e-health transaction services, today announced that HealthTrio and Availity will co-market their applications to enhance online service capabilities for health plans—facilitating communication and care management initiatives among providers, members, employers and brokers in the state of Florida. Availity currently supports more than 9,500 physician offices and all 208 hospitals in Florida.

The Availity® Gateway streamlines administrative functions for providers by giving them a single online connection to multiple insurance carriers. This connection enables providers to securely exchange HIPAA compliant transactions—eligibility and benefits inquiries, claim submissions, claim status inquiries and health care services reviews—online in real-time or via batch electronic data interchange (EDI) with their health plans. The partnership will combine Availity's provider transaction capabilities with HealthTrio's clinical extensions to support provider electronic health records, disease management and medication management.

Through the HealthTrio *connect* system:

- *Providers* may access an Electronic Health Record (EHR) that reflects clinical information derived from processed claims transactions, as well as additional clinical information from other sources including pharmacies, laboratories, and imaging centers. Importantly, such information is centered around the *patient*, rather than any particular episode of care, bringing all of the benefits of an integrated health care record to all health care constituents, and facilitating wellness and disease management.
- *Members* have self-service access to personalized health management tools including an individualized personal health record, benefit and claims information, and educational materials, as well as the ability to request ID cards, change doctors and make demographic changes online. The personal health record is pre-populated with information from multiple sources, including member data from health plans, input from providers and members, and information from third party sources such as labs and pharmacy benefit managers—enabling the consumer to be truly engaged in their health management.
- *Employers* can provide employees with online access to customizable health risk assessments, which can be used to improve care management and overall member population health. Additionally, the system enables all employers to automate the benefits management process; analyze where and how premium dollars are spent; improve billing accuracy through online premium reconciliation; reduce errors in communication with employees; and improve employee satisfaction through online enrollment.
- *Brokers* can input employer and census information online in real-time. In addition, brokers will receive personalized benefit information about the health plans product offerings.

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Together, HealthTrio and Availity will target health plans in Florida with a comprehensive Web portal solution. Availity, whose provider portal is currently used by more than 75% of the provider base in Florida, will expand its offering to service additional constituents with the HealthTrio *connect*[™] member, employer and broker portals.

"The combination of these two demonstrated applications offers a tremendous opportunity for the Florida provider and payer communities to streamline their operations," said Julie Klapstein, chief executive officer for Availity. "We feel that HealthTrio *connect*'s unique Health Information Model and integrated rules engine, coupled with Availity's provider connectivity, best supports the Florida health care industry's need for improved information."

"Our integrated, all-stakeholder care management portal technology continues to be recognized as the leading technology in the health care industry," said Ralph A. Korpman, M.D., president and CEO of HealthTrio. "We are excited about the opportunity to work with Availity in the state of Florida to offer a comprehensive e-health program that will further support their prominence in the Florida market."

About HealthTrio

HealthTrio is a leading provider of e-health applications and core business systems for the health care industry. Software applications include HealthTrio *connect*[™], which offers health plans and other care management organizations a quickly installed extensive Internet communication channels for providers, members/patients, brokers, and employers. HealthTrio *connect* immediately impacts inefficiencies and administrative costs affecting all health care stakeholders while "wrapping" legacy systems in a HIPAA compliant environment. HealthTrio *xpress* is a core managed care business system that replaces health plans' legacy systems with a fully integrated, end-to-end administrative infrastructure. Both HealthTrio *connect* and HealthTrio *xpress* enable robust functionality to help health plans become HIPAA-compliant quickly, with minimal financial investment. HealthTrio *connect* and HealthTrio *xpress* can be implemented quickly as stand-alone applications or together as a total solution. For more information call 877-571-1988 or visit www.healthtrio.com.

About Availity

Availity optimizes the flow of information between health care providers, health plans, and other health care stakeholders through a secure Internet-based exchange. The Availity Gateway supports both real-time web and batch electronic data interchange (EDI) transactions, is committed to complying with HIPAA regulations, and has proven to be fast and efficient. Availity health plan transactions are free to providers. Value-added services include credentialing data maintenance, also free to providers, and online prescription refill authorizations. Availity is the recipient of the 2003 AstraZeneca-NMHCC Partnership Award, the 2003 TETHIE Award, the 2003 E-Fusion Award, and the 2003 eHealthcare Leadership Award. For more information, including an online demonstration of the Availity Gateway, visit www.availity.com or call 1.800.AVAILITY (282.4548).

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