

October, 2014

LOOKING FOR MEDICAL OR DENTAL PPO NETWORK COVERAGE?

SPECIAL POINTS OF INTEREST:

- NovaNet's medical and dental coverage
- West Georgia Medical Center
- Emory and Select Medical partnership
- Healthy recipe

With the busy renewal season upon us and well underway, are you looking for a way to give yourself a distinct advantage over your competition? Could the addition of a dental PPO network to a self-funded plan or a change in medical PPO network from the “one we have always used” to something new and better give you the edge you are looking for to win the business? If you answered yes to either question, NovaNet has the solution for you.

NovaNet provides access to national Medical and Dental PPO networks on both a primary/ logoed basis as well as on a passive/non-logoed basis. On the medical side, NovaNet is directly contracted in Georgia, Alabama, Tennessee and Northern Florida. For the other states, NovaNet has contracted with other regional PPO networks to provide its clients with “one-stop shopping” access to a national PPO product. The repricing can be done by EDI or through an online repricing portal. For dental, NovaNet offers access to the “who’s who” of dental PPO networks for both steered and passive business. The repricing options are the same as medical, with access to both EDI and online repricing.

For additional information including geo access requests, disruption reports, and/or claims repricing analyses, please contact Jordan Morgan, Vice President, Business Development, by phone at 770-729-1997, ext. 219, or by email at jmorgan@novanetppo.com.

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NOVANET DIRECT CONTRACTS INCREASE SUMMARY

In the third quarter of 2014, NovaNet increased its directly contracted group health provider network by the following percentages:

- Georgia: Physicians up 3% and Ancillary Providers up 1%
- Alabama: Physicians up 2% and Ancillary Providers up 2.5%
- Northern Florida: Physicians up 3.5%
- Tennessee: Physicians up 3% and Ancillary Providers up 1.5%



Raising Expectations

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PROVIDER SPOTLIGHT: WEST GEORGIA MEDICAL CENTER

West Georgia Medical Center, located in Lagrange, Georgia, had humble beginnings when it started as a 65-bed city county hospital. The original vision was to serve the population of Lagrange and surrounding Troup County. 77 years later, West Georgia Health has risen from those beginnings to become a premier provider serving the West Georgia and East Alabama communities.

West Georgia Health now has a robust offering of healthcare services and facilities. The main campus, West Georgia Medical Center, is licensed for 276 beds. Approximately 35 specialists and primary care providers make up West Georgia Physicians serving the surrounding community. In addition, West Georgia Health includes two skilled nursing facilities, Twin Fountains (116 beds) and Florence Hand (150 beds). West Georgia Hospice also provides a 16-bed facility. West Georgia Health's growth and service to community correlate with its stated vision, "West Georgia Health will be the premier health care provider in our region through superior state-of-the-art technologies, programs, physicians and volunteers, all of which will be coordinated for highest quality and optimal cost performance."

NovaNet's network partnership with West Georgia Health ensures that its members have access to the very best care in their region. West Georgia's vision and dedication to quality service and patient care have brought it a long way. For more information about access to West Georgia Health, please contact NovaNet

EMORY AND SELECT FINALIZE PARTNERSHIP

After a lengthy time of planning, Emory Healthcare and Select Medical have formally announced the finalization of their partnership in the Metro Atlanta area.

According to the press release, "Effective July 1, 2014, the joint venture will provide teams of post-acute care specialists committed to helping each patient recover in exactly the right setting, while also offering more convenient locations for patients in Georgia." The partnership will rename 23 Select Medical outpatient clinics in Metro Atlanta to Emory Rehabilitation Outpatient Center in Partnership with Select Physical Therapy. In addition, Emory's Center for Rehabilitation Medicine will be renamed to Emory Rehabilitation Hospital in Partnership with Select Medical. Select Medical will provide management services for this facility while Emory Healthcare will be the majority owner. This will create the health system's seventh hospital for treating patients.

Select Medical will become the majority owner and manage Emory's long-term acute hospital Wesley Woods. According to John T. Fox, President and CEO of Emory Healthcare, "This new partnership with Select Medical will enable us to grow our services and enhance the outstanding care we already provide to our patients."

Emory Healthcare and Select Medical are both long-time members of NovaNet's network offerings. As the structure of care offered by these two outstanding providers changes, NovaNet's members will be able to benefit from this partnership without experiencing any loss of access.



Raising Expectations


Network Coverage with a Different Perspective

October, 2014

NOVANET OFFERS PRIMARY ACCESS TO FOUR NATIONAL DENTAL NETWORKS

NovaNet offers access to four national dental networks. The **Aetna Dental® Administrator** network, the **Dental Health Alliance** network (through Assurant Health) and the **DenteMax** network and the **PPO USA/Connection Dental** network offer excellent national coverage and significant discounts.

There are over 128,000* available dental practice locations nationwide in the **Aetna Dental® Administrator** network, with national average savings of 15% to 50%**.

The **Dental Health Alliance** network offers access to over 130,000 dental provider locations across the country, with a 48% savings average.

The **DenteMax** network has more than 141,000 dentist access points nationally, with average savings of 35%.

There are over 108,600 dental provider locations in the **Connection Dental** network, with average national savings of 25% to 30%.

NovaNet can perform a GEO access analysis, a disruption report and/or a savings analysis for each dental network and offers a variety of repricing options for each network.

Each network has its own particular strengths in coverage in certain areas of the country. This variety of dental network options demonstrates once again that NovaNet is continuously striving to provide its clients with strong options and flexibility.

*According to the Aetna Enterprise Provider Database as of 12/31/12.

**Savings will vary by geographic area.



Aetna Dental® Administrators



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CAULIFLOWER CHEESE STICKS

- | | |
|---|---------------------------|
| 1/4 of a large head of cauliflower, “riced” | 1 tsp olive oil |
| 3 cloves garlic, minced | 1/2 cup mozzarella cheese |
| 1 large egg white, lightly beaten | 1/2 tsp Italian seasoning |
| Marinara sauce for dipping | |

Preheat oven to 350 degrees. Line a cookie sheet with parchment paper and spray it with cooking spray.

To “rice” the cauliflower, use a cheese grater (or food processor). When you are done, you should have about 1 1/2 cups. Place the riced cauliflower into a microwavable bowl and microwave until softened, about 5 minutes depending on your microwave (no need to add water, drain).

While that is cooking, heat the oil in a small skillet over low heat and add the garlic until softened. When the cauliflower is softened, add the garlic mixture, lightly beaten egg white, Italian seasoning and 3/4 of the mozzarella. Stir and mix well, then spread onto the prepared pan.

Bake until it starts to turn golden brown, about 30 minutes. Remove from the oven, flip the loaf over so the bottom side is now on top, and add the remaining cheese and a sprinkle more of the Italian seasoning. Bake for another 10 minutes or until the cheese is melted and golden.

Cool until it hardens slightly and cut it into pieces. Serve cheese sticks hot or warm with marinara sauce for dipping.

“NO MAN NEEDS A VACATION SO MUCH AS THE MAN WHO HAS JUST HAD ONE.”

ELBERT HUBBARD



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About NovaNet

NovaNet was founded in 1994 to participate in the rapid evolution of healthcare moving from traditional fee-for-service to a managed care environment.

It began by providing statewide coverage in Georgia, Alabama and parts of Florida, and its acquisition of Tennessee Health Care in 2009 helped to complete its expansion into Tennessee. NovaNet also developed an affiliation network delivery system that now extends to all 50 states. Each of its Affiliates is the very best in their particular state in terms of coverage and providers of choice. The NovaNet national delivery system provides clients with the ability to work with a single source for group health, workers' compensation, health travel/wrap, dental and dental wrap plan coverage.

NovaNet is a national preferred provider organization (PPO) that delivers network coverage with a distinct perspective. They are not owned by physicians, hospitals, or insurance carriers, ensuring an independent body with no biases or competitive issues. NovaNet's entrepreneurial flexibility allows them to collaborate with clients and develop solutions that solve today's issues, as well as anticipate tomorrow's challenges. NovaNet and their affiliate partners are a single source for local, regional, and national PPO access, continually seeking innovative possibilities and solutions.

NovaNet's mission is to provide an innovative healthcare delivery system to benefit and better fit the needs of today's employers and providers.

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