

April, 2014

NOVA NET ADDS THREE NETWORKS TO ITS DENTAL PRODUCTS

SPECIAL POINTS OF INTEREST:

- NovaNet adds 3 dental networks
- WellStar Paulding Hospital
- Struggling rural hospitals
- Healthy recipe

NovaNet is pleased to announce the addition of three new Dental PPO Network Partners to its offerings: PPO USA, Total Dental Administrators, and HealthSmart Dental. The new PPO network partners will further enhance the value NovaNet brings to its clients by offering the best PPO solutions in the marketplace on a national level.

PPO USA/Connection Dental Network is the newest national PPO partner with over 113,200 locations and 47,300 unique providers. Their average nationwide discounts range from 25-30%.

Total Dental Administrators (TDA) is a regional PPO network contracted in Utah, Arizona and Colorado. TDA has over 8,120 access points across the three states, with average savings of 25-30%. NovaNet provides access to TDA on a primary/logo'd basis, as well as including TDA in its passive/non-logo'd dental product.

HealthSmart Dental is the latest PPO addition, covering California and Nevada with over 16,000 providers. The average savings through HealthSmart Dental is over 25%, and they can be accessed through NovaNet on both a primary/logo'd basis and through the passive/non-logo'd dental product.

NovaNet can perform a geo access analysis, disruption report, and/or savings analysis for all three networks. The addition of these Dental PPO Partners demonstrates how NovaNet is continuously striving to provide its clients with strong options and flexibility. For more information, please contact Jordan Morgan by telephone at (770) 729-1997, ext. 219, or by email at jmorgan@novanetppo.com.

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Raising Expectations

April, 2014

PROVIDER SPOTLIGHT: WELLSTAR PAULDING HOSPITAL

WellStar Health System will be opening a new facility in Paulding County, GA, in April of 2014. The new facility will replace the former hospital and will retain the name WellStar Paulding Hospital, but it will have a new location in Hiram, Georgia. The new facility will be state of the art in both its construction and integrated technology. The 250,000 square foot hospital will be 8 stories tall and will be accompanied by an 80,000 square foot medical services building that will house other community provider services. The design of the building includes a giant glass atrium that will bring large amounts of natural light into the hospital. The new hospital will have 40 emergency exam rooms and 4 surgical suites with the ability to expand in the future. The 56 patient rooms have been designed with a six second rule in mind that nurses should be able to get to any needed supplies within 6 seconds, and nurse stations will be adjacent to rooms to increase contact time with the patient. The rooms will include advanced television systems that will allow patients to order their meals, conference with providers, and access patient imaging. The facility is also focusing on its environmental impact by using a Geothermal Heat Pump to maintain the heating and cooling. The new WellStar Paulding Hospital and adjacent medical services building will add 500 jobs to Paulding County.

WellStar Health System is a preferred provider in the NovaNet Network, serving the Northwest Atlanta metro area in Cobb, Paulding and Douglas Counties. It was formed in 1993 and is now recognized as the fifth most integrated healthcare delivery system in the United States. As a not-for-profit healthcare system, WellStar employs more than 12,500 people and provides more than \$200 million in unreimbursed care to the community. WellStar's emergency rooms see more patients than any other health system in Georgia. WellStar consists of 5 hospitals, 7 urgent care centers and more than 500 providers collectively known as WellStar Medical Group. NovaNet's network partnership with WellStar provides members with access to one of the best health systems in Georgia. For more information about the new facility you can visit <http://www.wellstar.org/education/pages/video.aspx?vid=292>.

WellStar Hospitals: WellStar Cobb Hospital, WellStar Douglas Hospital, WellStar Kennestone Hospital, WellStar Paulding Hospital, WellStar Windy Hill Hospital

NOVA NET DIRECT CONTRACTS INCREASE SUMMARY

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

Georgia: Physicians up 2%

Alabama: Physicians up 1.5%

Northern Florida: Physicians up 2% and Ancillary Providers up .7%

Tennessee: Physicians up 1% and Ancillary Providers up 1%



Raising Expectations


Network Coverage with a Different Perspective

April, 2014

**NOVA NET OFFERS PRIMARY ACCESS
TO
THREE NATIONAL DENTAL NETWORKS**

NovaNet offers access to three national dental networks. The **Aetna Dental® Administrator** network, the **Dental Health Alliance** network (through Assurant Health) and the **Dentemax** 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%.

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 demonstrate 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



Raising Expectations



RURAL HOSPITALS IN GEORGIA STRUGGLE ON HEELS OF OBAMACARE

An increasing number of rural hospitals are struggling to stay open or are being forced to shut down as ObamaCare is implemented across the country. In February, Lower Oconee Hospital became the fourth rural hospital in Georgia to close, claiming the new healthcare law as the main causative factor. These facilities are “Disproportionate Share Hospitals,” meaning that these providers serve a disproportionate number of poor and uninsured Americans, and as such do not always receive payment for the care they give patients.

The new healthcare act is forcing some rural hospitals to meet new standards and provide more comprehensive services while the reimbursement for those services is being cut. Some proponents of the new law blame states like Georgia because they did not adopt the Medicaid expansion, which would allow higher income limits for those eligible to receive Medicaid. State governments claim that the Medicaid expansion would be financially impossible for the states to maintain and bear the burden. Many rural hospitals are caught in the middle because they do not have the large patient base of a metropolitan area and many of their patients are uninsured.

To make matters worse, many of their insured patients go outside of the community to larger, more comprehensive systems when they need specialty care because the rural facilities cannot afford to maintain those services. This Catch 22 is causing rural facilities to cut services or close all together. Whether or not someone is a fan of the new healthcare legislation, the one undeniable fact is that it is changing the landscape of healthcare in this country. Hopefully, for the wellbeing of the people in these rural areas, providers will be able to adapt to the new system and keep quality healthcare accessible. NovaNet is proud of its strong network relationships in rural communities and will continue to make partnering in these communities a priority.

BAKED ZUCCHINI WITH MOZZARELLA

2 medium sized zucchini

Garlic seasoning

2 cups shredded mozzarella cheese

Salt

Slice zucchini in up to 1/2-inch rings. Lay them flat on a large cookie sheet. Sprinkle with garlic seasoning and a bit of salt. Bake in the oven at 350 degrees for 10-15 minutes. Remove the pan from the oven and sprinkle the cheese on the zucchini. Put the pan back in the oven for 3-5 minutes.

“IF YOU DO EVERYTHING YOU SHOULD DO, AND DO NOT DO ANYTHING YOU SHOULD NOT DO, YOU WILL, ACCORDING TO THE BEST AVAILABLE STATISTICS, LIVE EXACTLY EIGHTEEN HOURS LONGER THAN YOU WOULD OTHERWISE.”

LOGAN CLENDENING



Raising Expectations

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.

NovaNet recognized a void in the way managed care was being delivered to the consumer. Unlike other networks, NovaNet is a privately held corporation not owned by physicians, hospitals or insurance carriers. The company is led by a team of professionals who have a cumulative total of over 60 years experience in the delivery of healthcare products and services. Our team is committed to providing the best delivery system throughout our areas of service.

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

NovaNet is a national PPO that provides comprehensive coverage in 50 states and represents over 1,000,000 physician locations and more than 5,000 acute care, rehabilitation and behavioral health facilities. The national network is made up of NovaNet's proprietary networks in Alabama, Georgia, Northern Florida and Tennessee, as well as NovaNet's Affiliate Network, which is comprised of the strongest state and regional networks in their respective service areas. Our clients benefit from a single source for local, regional and national PPO network access.

**See us on the Web for
ongoing updates!**

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Network Coverage with a Different Perspective