

July, 2010

NOVANET ADDS A THIRD NATIONAL DENTAL NETWORK

SPECIAL POINTS OF INTEREST:

- NovaNet adds third dental network
- Travel/Wrap Network Expansion
- NovaWorx development
- NovaNet provides access to three dental networks

NovaNet is pleased to announce that we will now be offering the Dentemax National Dental PPO network to our current and prospective clients, in addition to Aetna Dental Administrators' and Assurant's (Dental Health Alliance) Dental Networks.

Founded in 1985, Dentemax has been delivering a quality Dental PPO network for over 25 years. The Dentemax network consists of over 107,000 dental provider locations nationwide. The network savings average is between 20% and 40% below usual and customary. Dentemax offers one of the largest footprints in the country, and their willingness to openly recruit high quality dentists for inclusion into the network makes for a strong and viable solution when considering a Dental PPO.

In addition, Dentemax continuously targets specific geographic locations to add dentists into the network where plan members are concentrated.

NovaNet will be able to perform a geo access analysis, disruption report, and/or savings analysis for Dentemax as well as offer a variety of repricing options. NovaNet will also have the ability to provide prospective Dentemax clients with a group-specific ROI to clearly illustrate the savings benefits that can be achieved when accessing the Dentemax network. The addition of Dentemax demonstrates how NovaNet is continuously striving to provide its clients with strong options and flexibility.

For more information, contact Jordan Morgan by telephone at (770) 729-1997 ext. 219 or by email at jmorgan@novanetppo.com.

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NOVANET EXPANDS ITS TRAVEL/WRAP NETWORK

NovaNet's national travel/wrap network is now even better! Combining its direct contracts in Georgia, Alabama, Tennessee and Northern Florida with two strong national network partners, NovaNet now offers a superior network option for travel and/or wrap business.

This separate network offers over 3,700 hospitals and more than 515,500 physician locations across the country, with average discounts of 23% hospital inpatient, 17% hospital outpatient and 28% physician.

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Raising Expectations

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NOVAWORX WORKERS COMPENSATION NETWORK DEVELOPMENT

NovaNet continues to see great success and growth from its workers compensation network, NovaWorx. NovaWorx has expanded its coverage to provide superior penetration and discounts throughout the state of Tennessee, and is continuing its expansion in Georgia and Alabama.

As of September 2009, NovaNet's acquisition of Tennessee Healthcare transferred over 25 million dollars of annual claims business to the NovaWorx network. NovaWorx is a powerful network solution across Tennessee that has filled the gap created by the disbanding of the PHP WORxS network. In addition to providing a trusted market solution through its direct provider contracts, NovaWorx continues to partner with regional affiliates to create a comprehensive national solution for its existing and future clients. According to John Folks, NovaNet's Vice President of Client Development, "In order to meet the unique needs of each client, NovaWorx has cultivated strategic partnerships with the most sought after affiliates in each region. This ensures that clients receive the highest return available while enjoying the convenience of one contract, one EDI bridge, one set of reports and one contact person."

NovaNet's forethought in the creation of NovaWorx sets it apart from other national solutions. NovaWorx's specialization in the comp

market assures payors that they are using contracts that contain specific language addressing the laws and regulations of the state where they are executed. Specialized contracts and reimbursement are important issues in the comp world. Many networks tout their great discounts only to have them disappear after bill review. **All of NovaWorx's contracts have reimbursement schedules based on a discount off of the state fee schedule.** NovaWorx has contracted with the most experienced and trusted providers in each region. NovaWorx has qualified and credentialed its comp providers to insure that the client is being directed to a reputable provider that understands the complexities of workers compensation and return to work issues. In addition to providing an expansive network, NovaWorx's contracting team will work with any employer's special needs to personalize their service.

The growth and success in Tennessee is a direct result of NovaWorx's insistence in addressing current market challenges with innovative ideas and a spirit of partnership. NovaWorx helps bridge the gap between payors and providers by creating effective network partnerships to ensure superior discounts to payors and volume steerage to the best providers. NovaWorx has built a strong foundation in the comp world and is expanding its business with innovation and flexibility.

NOVA NET OFFERS ACCESS TO THREE 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 87,000* available dental practice locations nationwide in the **Aetna Dental® Administrator** network, with national average savings of 38%**.

The **Dental Health Alliance** network offers access to over 87,000 dental provider locations across the country, with a 46% savings average.

The **Dentemax** network has 107,000 dentist access points nationally, with average savings of 20% - 40%.

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 6/1/10.

**Savings will vary by geographic area.



Aetna Dental® Administrators



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.

We're on the Web!
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Raising Expectations


Network Coverage with a Different Perspective