

April, 2011

NOVANET'S DENTAL PRODUCT HITS A MILESTONE

SPECIAL POINTS OF INTEREST:

- NovaNet dental product milestone
- Workers Comp Network Expansion
- Provider spotlight on Vanderbilt
- INTERLINK
- Company milestones

NovaNet began offering a dental product in 2004 by providing unprecedented access to the Aetna Dental Administrators network. Prior to that time, payors who did not purchase one of Aetna's medical products could not have access to Aetna's dental product.

In 2007, NovaNet added to its dental offering by contracting with Dental Health Alliance (Assurant Health's dental network), and increased that access again in 2010 through its contract with DenteMax.

Now offering three national dental network options to its clients, NovaNet hit a milestone of over one million covered lives accessing its dental product services as of January, 2011.

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 88,000 dental provider locations across the country, with a 37% savings average.

The Dentemax network has 107,000 dentist access points nationally, with average savings of 32%.

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

*According to the Aetna Enterprise Provider Database as of 6/1/10.

**Savings will vary by geographic area.

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NOVANET'S WORKERS COMPENSATION NETWORK CONTINUES TO GROW

NovaNet's workers compensation network, NovaWorx, continues to expand its coverage to provide superior penetration and discounts throughout the states of Tennessee, Georgia and Alabama.

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.

All of NovaWorx's contracts have reimbursement schedules based on a discount off of the state fee schedule, and NovaWorx has contracted with the most experienced and trusted providers in each region. In addition to providing an expansive network, NovaWorx's contracting team will work with any employer's special needs to personalize their service.

For more information, please contact John Folks by telephone at (770) 729-1997, ext. 285, or by email at jfolks@novanetppo.com.



Raising Expectations

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PROVIDER SPOTLIGHT: VANDERBILT

In August of 2008, NovaNet added Vanderbilt's medical facilities and providers to its network in the Nashville, Tennessee, area.

Vanderbilt University Medical Center is a comprehensive healthcare facility dedicated to patient care, research and biomedical education. Its reputation for excellence in each of these areas has made Vanderbilt a major patient referral center for the Mid-South.

Each year, people throughout Tennessee and the Southeast choose Vanderbilt for their health care needs, not

only because of its excellence in medical science, but also because the faculty and staff are dedicated to treating patients with dignity and compassion. Vanderbilt's mission is to advance health and wellness through preeminent programs in patient care, education and research.

Through its contract with Vanderbilt, NovaNet offers its clients access to two acute care facilities, one children's hospital and one mental health facility, as well as ambulatory surgery centers, a diagnostic imaging facility, dialysis centers, a home healthcare provider, a laboratory, a mental health outpatient facility and over 2,500 physician locations.

NOVANET OFFERS DISCOUNTED ACCESS TO INTERLINK HEALTH SERVICES

INTERLINK Health Services, Inc. is one of the nation's leading outcome-based transplant networks, and also offers Cancer Care and Children's Heart Care networks. By reviewing performance indicators of transplant centers from all over the country, INTERLINK identifies benefits from receiving transplants at medical centers with proven experience and outcomes. Clients access INTERLINK's network to increase their opportunity to experience significant cost savings through improved transplant outcomes.

INTERLINK has a consistent record of producing savings on solid organ and bone marrow transplant care.

INTERLINK addresses not only in-network care, but has the most industry experience in negotiating the tough out-of-network transplants as well.

INTERLINK seeks to improve transplant quality for its membership through a regimental outcome review process. As a result of this process, members will be offered access to some of the finest surgical teams in the nation.

NovaNet provides the best discount available on INTERLINK's services. Please visit www.novanetppo.com, click on "Clients" then "Products and Services" to get NovaNet's discount code and to get to INTERLINK's web site.

NOVANET COMPANY MILESTONES

- In October, 2010, Melody Alexander, NovaNet's Information Services Director celebrated her 10-year company anniversary.
- In April, 2011, April Goforth, in Network Relations for NovaNet, will have been with the company for 3 years.
- In May, 2011, Lisa Raymaker, NovaNet's Vice President of Network Operations, will celebrate her 10-year company anniversary.



Raising Expectations


Network Coverage with a Different Perspective

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!
www.novanetppo.com

NovaNet, Inc.

3500 Parkway Lane
Suite 700

Norcross, GA 30092

Phone: 800-513-7177

Fax: 770-729-1992

Contact Person: Lisa Raymaker

E-mail: lraymaker@novanetppo.com

Phone: 800-513-7177, ext. 221

NovaNet Management

Richard F. Morgan, President and CEO

Lisa Raymaker, Vice President of Network Operations

John Folks, Vice President of Client Development

Jordan Morgan, Director of Business Development

Melissa Howard, Director of Network Services

Robert Loew, Network Development Specialist

April Goforth, Network Relations

Melody Alexander, Information Services Director

Mandy Gillis, Information Systems Coordinator

Mark Bumgardner, Information Systems Specialist



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