

NovaNet Connection

Network Coverage with a Different Perspective

November, 2010

NOVANET COVERS THE GAP IN EAST TENNESSEE

SPECIAL POINTS OF INTEREST:

- NovaNet covers the East Tennessee gap
- Travel/Wrap Network Expansion
- NovaWrap
- NovaNet provides access to three dental networks

NovaNet has completed its statewide Tennessee network by directly contracting with providers in East Tennessee for group health business.

For years, PHP (Preferred Health Partnership) has been the best known network in East Tennessee, and NovaNet had partnered with PHP to give its clients the best coverage and discounts in that area. Humana's acquisition of PHP several years ago has recently affected many employer groups in East Tennessee since Humana decided not to offer PHP as a rental network any longer as of December 31, 2010.

NovaNet has had solid relationships with PHP's providers for years because of its significant block of business and NovaNet's

direct contracts with the providers for workers' compensation business.

Upon notification of Humana's decision, NovaNet used those existing provider relationships to quickly build out its commercial PPO network in East Tennessee.

After many years of working with multiple networks to cover Tennessee, NovaNet now has a solid, statewide network offering the best coverage and discounts. NovaNet now stands alone as the only comprehensive network serving Tennessee.

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

INSIDE THIS ISSUE:

Dental Network	1
Travel/Wrap Network	1
NovaWrap	2
Dental Networks	2
Contact Information	3

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.

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



Raising Expectations

NOVA WRAP, NOVANET'S DIRECTLY CONTRACTED TRAVEL/WRAP NETWORK

In the past year NovaNet has opened up a subset of its directly contracted providers in Georgia, Alabama and Tennessee to be part of the NovaWrap network. The NovaWrap network functions as a secondary, non-logo'd network that offers great discounts compared to other out-of-network competitors. The average discounts and provider counts for NovaWrap are as follows:

- GA – 42% In-Patient, 20% Out-Patient, 38% Physician
- AL – 48% In-Patient, 22% Out-Patient, 35% Physician
- TN – 36% In-Patient, 31% Out-Patient, 33% Physician

- GA – 103 Hospitals, 14,024 Physicians
- AL – 99 Hospitals, 5,856 Physicians
- TN – 50 Hospitals, 3,432 Physicians

NovaWrap can be accessed as a stand-alone network or it can be combined with NovaNet's travel/wrap network to provide a national solution for out of network or wrap business. NovaWrap is accessed on a percentage of savings fee that is much less than what other secondary network competitors charge.

For additional information on NovaWrap please contact Jordan Morgan at (770) 729-1997, ext. 219 or jmorgan@novanetppo.com.

NOVANET 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!

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

Michelle Schwei, Provider Contracting Coordinator

Angela Davenport, Claims Department Supervisor

Melody Alexander, Information Services Director

Mandy Gillis, Information Systems Coordinator

Mark Bumgardner, Information Systems Specialist



Raising Expectations

**NovaNet**

Network Coverage with a Different Perspective