

Network Coverage with a Different Perspective

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NovaWorx Continues to Expand Nationwide Network

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 each state. Specific and pertinent 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 particular needs to customize solutions.

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.

Did You Know?

NovaWorx is only one of NovaNet's products. You can also access superior discounts with NovaNet's Group Health, Dental, Travel Wrap and Imaging networks.



NovaNet Provides Innovative Network Solutions

NovaNet provides comprehensive solutions to match the challenging needs of their clients.

As you may already know, NovaNet began in 1994 as a Group Health PPO network providing the best regional discounts by partnering with providers throughout the state of Georgia. Since 1994 NovaNet has evolved into a network with a goal to provide innovative provider network solutions for clients that are simple to access and superior to other national offerings. NovaNet now provides its clients with the ability to access Group Health,

Workers Compensation, and Dental network coverage with just one contract. NovaNet also offers a Travel Wrap network and access to a specialty imaging network.

NovaNet's collection of client solutions has continued to grow as it provides clients with new tools to help their bottom line.

Fast Facts:

- **NovaNet's Group Health Network serves over 400,000 member lives and provides access to over 700,000 providers and 5,000 hospitals nationwide**
- **NovaWorx directed over 25 million dollars in workers' compensation claims last year in Tennessee alone.**
- **NovaNet provides access to Aetna Dental Administrators, Dental Health Alliance and Dentemax**
- **NovaNet also offers Novalmage which provides access to national imaging providers at discounts averaging well over 60% off billed charges.**

Provider Spotlight



NovaWorx has partnered with Therapy Direct to provide workers' compensation clients an efficient and quality one call solution for rehabilitation services in Georgia and Tennessee.

Therapy Direct is a one call physical therapy network available to NovaWorx's clients in Tennessee and Georgia. Therapy direct is a Benchmark company and was created to provide a more streamlined referral and treatment process. Employers, employees, and treating physicians can access Therapy Direct's physical therapy services by calling a toll free referral number or faxing a referral. The use

of Therapy Direct's "One Call" service enables the patient to be routed to the closest quality provider within their area while maintaining an industry leading discount below the state fee schedule.

According to Kathy Wilson, a Certified Workers' Compensation Case Manager, with Therapy Direct, "We have simplified the referral process to a centralized fax or toll free number. Our agents will locate and coordinate services with the closest clinic to the employer for a Medical Only claim or to the employees home for a Loss Time claim." Debbie Hill, an account manager with Therapy Direct states,

"Therapy Direct maintains a superior level of quality and efficiency by having its own Certified Case Manager supervise the program and ensure the appropriate treatment is being delivered to speed up the ability of the employee to recover fully and return to work."

Therapy Direct offers a full line of Industrial Services ranging from physical therapy, occupational therapy, functional capacity evaluations, work conditioning and work hardening. Call NovaNet at 1-800-513-7177 for your next referral and discover the simplicity and savings Therapy Direct has to offer through NovaWorx.



Frequently Asked Questions:

1. How is NovaWorx affiliated with NovaNet?

NovaWorx is NovaNet's workers' compensation network. NovaNet created NovaWorx as a separate network apart from its Group Health network at the request of workers' compensation industry clients who were dissatisfied with the quality and credibility of their current network solutions.

2. Are all of NovaWorx's discounts based off of the state fee schedule?

Yes, all of NovaWorx's direct contracted discounts are based off of their respective state fee schedules. In addition, all of NovaWorx's contracts have state specific language as it relates to that states workers compensation law.

3. Will NovaWorx recruit providers that our company would like to work with but are not currently in the network?

Yes, NovaWorx understands that each client has unique needs. The provider nomination process is simple to use and NovaWorx welcomes the opportunity to serve those unique needs.

4. What other services does NovaNet offer?

NovaNet offers Group Health, Workers' Compensation, Dental, Travel Wrap and Imaging networks. In addition, NovaNet can assist with repricing and connecting with one of NovaNet's bill review partners.

5. Can our company get nationwide access with one contract?

Yes, NovaNet has an extensive national network comprised of direct contracts and affiliate relationships with the best local networks. Clients can sign an agreement with NovaNet and get national coverage for all services or just one.



We're On The Web!
www.novanetppo.com

NovaWorx
3500 Parkway Lane
Suite 700
Norcross, GA 30092
Phone: 800-513-7177
Fax: 770-729-1992
Contact Person: Lisa Nickell
E-mail: lnickell@novanetppo.com
Phone: 800-513-7177, ext. 221

NovaWorx Management

Richard F. Morgan, President and CEO
Lisa Nickell, 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
Anela Zukanovic, Claims Department Supervisor
Melody Alexander, Information Services Director
Mandy Gillis, Information Systems Coordinator

For more information on
NovaWorx or to submit your
comments, please email
Robert Loew at
rloew@novanetppo.com

