



Media Contact:
Lia Conrad
Dodge Communications
770-576-2559
lconrad@dodgecommunications.com

Navicare Increases Bookings by 32 Percent in First Quarter

New products and larger deals help healthcare billing and payments provider accelerate growth

Atlanta, April 23, 2015—[Navicare®](#), a provider of web-based billing and payment solutions, posted record quarterly bookings of customer contracts totaling \$3.2 million in annualized value in the first quarter of 2015. The result was a 32 percent increase over the same quarter last year, and a 14 percent increase over the company's previous quarter. Navicare attributes most of its first quarter bookings to new clients replacing their previous solutions with Navicare, followed by Navicare selling additional products to current clients.

Navicare helps healthcare organizations of all sizes increase revenue, accelerate cash flow and reduce costs of managing insurance claims and patient payments. Late last year, the company launched [Navicare® Payments™](#), a new patient billing and payments solution, which has accelerated bookings growth with new and existing clients. The software platform enables users to estimate a patient's cost of care at the time of service, plus gain pre-approval from the patient to charge her credit card once the insurance portion is paid. This helps eliminate costly and confusing patient statements, collection calls and agencies, and bad debt write-offs.

The company continues to increase its market share with large healthcare organizations. Navicare's average deal size increased 78 percent in the first quarter of 2015 versus the same quarter last year. During the first quarter, a key new business deal for Navicare included [Alta Medical Management](#), a billing service for private practices serving more than 150 providers.

"We're really pleased with our sustained sales momentum and consistency. We continue to measure our sales success against both prior year results and previous quarter, so it's nice to see growth accelerating on both fronts," said Jim Denny, Navicare's co-founder and CEO. "Continued client satisfaction, large deals and new product launches were the key drivers of our first quarter results."

"Our billing service was looking to improve revenue cycle efficiencies among all of our clients," said Jeff Whiting, president and co-owner, Alta Medical Management. "We selected Navicare as our partner to streamline online claims submission and remittance posting, and also because of the excellent customer service Navicare provides, which becomes even more critical with the upcoming ICD-10 deadline."

"ICD-10 will be the most significant regulatory change our company has ever experienced in its fourteen year history. It will pose a major challenge to every healthcare organization, but we see it as an opportunity," said Denny. "Previous regulatory changes such as the 2012 transition to 5010 have always enabled us to separate ourselves from the pack. These are

the times when our clients see the most value in our service and solution. We're looking forward to helping them."

About Navicare

Navicare's web-based healthcare billing and payment solutions help healthcare organizations of all sizes increase revenue, accelerate cash flow, and reduce costs associated with managing insurance claims and patient payments. Serving more than 60,000 healthcare providers nationwide, Navicare's technology solutions automate account receivables processes, including claims management; patient eligibility verification; remittance and denial management including automated secondary claims filing, appeals, and posting; reporting and analysis; and patient payment collections at and near the time of service. Navicare's solutions are supported by its unique 3-Ring® Client Service which guarantees that a client service representative will answer every client call in three rings or less, even during times of transition such as ICD-10. Navicare is the exclusive billing and payment solution of the MGMA AdminiServe® Partner Network and an MGMA Executive Partner. For more information, please visit www.navicare.com.

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