



Contact: Megan Smith
Dodge Communications
770-576-2560

msmith@dodgecommunications.com

Navicure Experiences Record Growth During Second Quarter of 2014

Increasing demand from larger enterprise organizations helps leading provider of cloud-based healthcare billing and payment solutions post largest month in company history

Atlanta, July 31, 2014—[Navicure](#), a leading healthcare billing and payment solutions provider for hospitals, physician practices and billing companies, today announced the company added more than 2,600 healthcare providers, representing 272 new accounts, to its client base in the second quarter. This growth is a 76 percent increase over growth during the same period in 2013. Additionally, the company booked \$1.4 million in new deals in June – the most successful month in its 13-year history.

The company views its strong financial results as a function of its increased focus on larger enterprise systems, including both national and regional health systems across the country. Navicure attributes its ability to penetrate this market to their expanded product offerings and reputation for providing financial results and superior client service in the face of constant industry changes and challenges.

“Our record-breaking second quarter reflects the market’s awareness that Navicure is a partner that can be trusted to deliver consistent service and results,” said Jim Denny, Navicure’s co-founder and CEO. “Demand for our offering among some of the country’s best-known and most well-run health systems is proof that healthcare organizations of all sizes recognize how important a reliable, service-oriented partner is to the financial health of an enterprise and achieving results. Our clients are counting on us to deliver the same great service and results we have provided to independent group practices over the years.”

Several of the new clients signed with Navicure for its ability to integrate and function with other technology solutions. A couple recent key wins include:

- [InterMed](#) is a physician-owned medical group founded on the goals of patient-centered primary care that is enhanced by integrated specialty services. They focus on continually innovating and improving how they deliver healthcare towards the goal of healthier patients and better, higher value outcomes.
- [Iowa - Mercy Health Network](#) is an integrated system of member hospitals and other health and patient care facilities united into one operating organization to improve the delivery of healthcare services to the people of Iowa and surrounding areas. The shared services center handles billing for more than 350 providers.

“Across our organization, we are working to streamline as many processes as possible to improve efficiency,” said Laura Olander, regional director patient financial services for the state of Iowa at CHE/Trinity Health. “Between Navicure’s client service reputation and their

ability to automate many of our manual processes, we know that they will be a great partner that helps us achieve financial success.”

About Navicure

Navicure’s cloud-based healthcare billing and payment solutions help healthcare organizations of all sizes increase revenue, accelerate cash flow, and reduce cost in the course of managing insurance claims and patient payments. Serving more than 50,000 healthcare providers nationwide, Navicure’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. Navicure’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 5010 and ICD-10.

Navicure is the exclusive billing and payment solution of the MGMA AdminiServe® Partner Network and an MGMA Executive Partner. The company received “Best in KLAS” distinctions for the claims and clearinghouse services market segment as part of the 2008, 2010 and 2012 *Best in KLAS Awards: Software & Services* report (www.klasresearch.com). KLAS is a leading source of information on healthcare information technology vendor performance. Navicure also received the 2013 Gold Stevie Award for Healthcare Customer Service Team of the Year as part of the 2013 Stevie Awards for Sales and Customer Service. Navicure continues to be ranked among the fastest growing companies nationally in the Inc. 5000 and Deloitte Fast 500 rankings. For more information, please visit www.navicure.com.

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