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## **Navicare Welcomes Kermit Randa as Chief Growth Officer to Lead Company Expansion**

*Market leader in healthcare revenue cycle solutions appoints industry veteran to spearhead next phase of corporate growth*

**ATLANTA, GA, March 8, 2017** – [Navicare®](#), a provider of healthcare claims management, patient payment and data analytics solutions, today announced that Kermit Randa, FACHE, will join Navicare as the company's first Chief Growth Officer. Randa's responsibilities will include leading go-to-market initiatives and accelerating Navicare's continued revenue and profitability growth following Navicare's acquisition by Bain Capital.

"Growth is at the center of our corporate strategy. The creation of the Chief Growth Officer role illustrates our deep commitment to our clients and our partners," said Jim Denny, co-founder, president and CEO of Navicare. "We are excited to add Kermit to our team, who has an impressive track record and proven success in the healthcare industry. The company is well positioned and Kermit's leadership will help spur Navicare to the next level of innovation, revenue and profitability."

In his career, Randa has a proven ability to drive growth and manage through change. He has achieved topline growth of over 200% in multiple situations, and led increases in customer base and EBITDA growth in excess of 300%, respectively. Most recently, Randa led PeopleAdmin, a portfolio company of Vista Equity Partners, as Chief Executive Officer and member of its Board of Directors. He brings to Navicare decades of healthcare experience with Greenway Health, Vitera Healthcare, Surgical Information Systems, EMC Corporation's Commercial Healthcare division and Siemens Medical.

Randa received a Bachelor's degree from the University of Cincinnati, a Master's degree in Health Administration at Xavier University and an Advanced Management degree from Harvard Business School. He has also earned the prestigious Fellow designation within the American College of Healthcare Executives (ACHE).

Randa's deep operational experience will advance strategy, organizational effectiveness, and execution. He will ensure that Navicare's client and partner needs are both well understood and consistently met. Navicare® ClaimFlow™, the company's flagship claims management solution, is KLAS' #1 ranked claims and clearinghouse solution in 2017. Black Book awarded Navicare ClaimFlow and its patient payment solution with similar honors in 2016. With an industry-leading net promoter score, Navicare's revenue cycle technologies are used across 50 states, supporting over 100,000 providers.

"I'm thrilled to be joining the Navicare team at this exciting time in the company's history," said Randa. "Given Navicare's consistently high client satisfaction, top-ranked products, successful partnerships and incredible subject matter expertise, we have all the vital ingredients for clear market leadership. Navicare's leadership position provides an excellent foundation upon which to steer the commercial organization to next level of growth and participate more fully in the healthcare ecosystem."

"Kermit has proven experience working with software companies, focusing on customers and building highly effective teams," said Chris Gordon, Managing Director at Bain Capital. "We are excited to bring these elements to the Navicure team as we move forward with our ambitious plans for the company. As we look to the future of the company, we feel confident in combining Kermit's talents with Navicure's exceptional value proposition and leadership team."

## **About Navicure**

Navicure® is a provider of cloud-based claims management and patient payment solutions that enable healthcare organizations of all sizes to increase revenue, accelerate cash flow, and reduce the cost and effort of managing claims, patient billing and payments, and healthcare data analytics. Serving more than 100,000 providers nationwide, Navicure's complete healthcare revenue cycle management platform, Navicure® Total RCM Platform™, integrates payer medical claims processing and patient billing with an advanced healthcare business intelligence dashboard utilizing real-time data to continually optimize operational workflow and financial results. Navicure's unique 3-Ring® service supports every client with trained, experienced analysts who guarantee that every call will be answered within three rings.

Navicure is the exclusive claims clearinghouse and patient payments solution of the MGMA Executive Partner network. The company received the 2017 Best in KLAS® ranking for the claims and clearinghouse (over 20 physician) segment. Navicure was also the top-ranked end-to-end revenue cycle leader in three categories as part of the 2016 Black Book™ RCM Survey. For more information, please visit [www.navicure.com](http://www.navicure.com), or follow [@Navicure](https://twitter.com/Navicure) on Twitter.