



## Fact Sheet

**Founded:** 1998

**Home office:** Austin, Texas

**Web site:** [www.mpv.com](http://www.mpv.com)

**Associates:** More than 115

**Corporate overview:** MPV helps medical groups maximize the value of their payor contracts, verify eligibility and benefits and estimate patient financial responsibility through a comprehensive set of financial tools and services designed to help providers increase revenue, reduce denials, optimize contract performance, minimize patient bad debt and improve cash flow.

**Product profile:** *MPV Phynance* values claims according to payor contracts, using updated formulas, fee schedules and payment rules.

*MPV Eligibility* electronically verifies patient eligibility and benefits, resulting in reduced denials, enhanced productivity and improved cash flow.

*MPV Eligibility Subsystem Interface* verifies capitation eligibility through roster reconciliation, resulting in cleaner demographic and enrollment database processing.

*MPV Self-Pay Verification* electronically matches self-pay patients against Medicaid and Medicare databases to determine eligibility.

*MPV Contract Analysis Module* assesses the overall performance of each existing contract and models the financial impact of proposed contracts.

*MPV Phynance Undercharge Report* shows where charges fall below contract maximums, enabling increased revenue through chargemaster adjustments.

*MPV Patient Portion Pricer* calculates insurance allowables at or before the time of service, allowing providers to determine the portion of charges due from the patient.

**Clients:** More than 40,000 providers are represented in MPV Phynance and MPV Eligibility, including: Emory Clinic, Baylor College of Medicine, University of California-San Diego Medical Group, Medical College of Wisconsin, Scripps Clinic, UT Medical Group, University of Missouri, Scott and White Clinic, Sharp Healthcare and others.

**Investors:** Rho Management, CenterPoint Ventures, Care Capital, Star Ventures and Techxas Ventures

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## Executive Bios

**Tom Stampiglia**  
*CEO*

As chief executive officer, Tom Stampiglia oversees MPV's growth and market positioning, including the development of strategic partnerships and alliances. A veteran of the healthcare and technology industries, Stampiglia brings more than 25 years of experience in business strategy development, sales and software product development to this role.

Most recently, he served as president and COO of the Practice Services Division for WebMD Corporation, where he was responsible for the company's physician practice management, electronic medical records and electronic claims solutions. He also served as president of the Software Division at CheckFree Corporation and held various management positions at Lanier Worldwide, Inc., including general manager of Lanier Healthcare. Stampiglia received his bachelor's degree from Georgetown University.

**John Donnelly**  
*General Manager,  
Eligibility Product  
Suite*

As general manager of MPV's eligibility product suite, John Donnelly is responsible for managing the development, integration and support of all eligibility products at MPV. Prior to joining MPV in July 2008, Donnelly founded and served as president and CEO of TeraHealth, Inc., a leading provider of insurance and benefits verification software and services.

Donnelly began his career with IDX Corporation, and also served as the data center manager for the University of Connecticut Medical Center.

Donnelly received a bachelor's degree in electrical engineering from the University of Vermont.

**Dean Paluch**  
*Senior Vice  
President, Sales*

As senior vice president of sales, Dean Paluch is responsible for the development and implementation of MPV's sales strategy. Paluch brings 20 years of experience in sales, product management, operations and marketing to his role. Before joining MPV, Paluch served as vice president of U.S. and international sales for McKesson Automation, a division of McKesson Corporation. He has also held various executive positions with leading healthcare organizations such as Healtheon/Web MD (formerly VERSYSS, Inc.) and Summit Healthcare Inc., both leaders in the physician practice management systems market.

Paluch received a bachelor's degree in marketing and business administration from the University of South Florida.



**Sheila Allen**  
*Vice President,  
Reimbursement*

Sheila Allen brings more than 20 years of healthcare management experience to MPV, where she is responsible for the creation and maintenance of the reimbursement methodologies used in MPV Phynance™ valuation logic. A recognized expert in her field, Allen's techniques for collection efficiency have been adopted by professional specialty organizations at both the state and national level. Before joining MPV, Allen served as the practice manager of Neurosurgical Associates of San Antonio. She also worked as an advisor to PHOs and the Texas Workers' Compensation Commission.

Allen received a master's of business administration from the University of Texas at San Antonio.

**Craig Halley**  
*CTO & Vice  
President,  
Engineering*

As MPV's CTO and vice president of engineering, Craig Halley is responsible for the design, development and support all of MPV's software products. Before joining MPV, Halley worked as a senior architect and lead software engineer at PSW Technologies Inc., a provider of custom software and integration services for business users and technology providers. At PSW, Halley was instrumental in the development of enterprise-wide, client-server and distributed software systems. Prior to PSW, Halley worked as a software engineer at Motorola's Government Systems and Technology Group, where he authored several software patents.

Halley received a bachelor's degree in electrical engineering from Northwestern University.

**Christine Campbell**  
*Vice President,  
Client Services*

As vice president of client services, Christine Campbell leads the company's efforts to deliver outstanding value to its clients. Campbell provides strategic and operational leadership in the client services organization and manages the contract definition, training, implementation, client support and account management activities. She brings more than 15 years of experience in managing and improving professional and technical services and processes, financial systems and software engineering. Before joining MPV, Campbell served as vice president of client services and client experience for ADP Inc. and held various management positions with Global Turnkey Solutions, PeopleSoft and Software Plus.

Campbell received her bachelor's degree from Cornell University and a master's degree in computer science from the University of New Haven.



**Michael Kallish**  
*Vice President,  
Business  
Development*

As vice president of business development, Michael Kallish is responsible for establishing strategic relationships that support the growth and adoption of MPV's products and services. He brings 20 years of experience in the ambulatory practice management market to MPV, having held a wide range of positions at the reseller, regional and corporate level. Most recently, Kallish served as vice president of business development for Sage Software's Healthcare Division. Prior to this position, he successfully served in a variety of leadership capacities for Sage Software. He also held various sales management roles with leading practice management vendors such as Medical Manager Corporation and Versys Inc.

Kallish received a bachelor's degree in business management from the University of South Florida.

**Allison Cayce**  
*Vice President,  
Human Resources*

As MPV's vice president of human resources, Allison Cayce is responsible for developing and executing the company's employee recruiting and training initiatives. Before joining MPV in 2000, Cayce served as senior human resources consultant at Concero (formerly PSW Technologies), a provider of custom software and integration services for business users and technology providers. At Concero, she was responsible for the development and administration of compensation and employee benefit programs, performance management, employee relations and legal compliance. Cayce received a bachelor's degree in human resources management from the University of Texas at Austin.

**Merideth Wilson**  
*Vice President,  
Marketing*

Merideth Wilson joined MPV in 2004 and brings more than 12 years of strategic marketing and public relations experience to the company. As the vice president of marketing, Wilson is responsible for all external and internal marketing initiatives and programs. Prior to joining MPV, Wilson served as the director of marketing and public relations for MedQuist Inc., the world's largest provider of transcription services and integrated health care documentation solutions. She has also held various marketing management positions with Novation, the supply company of VHA and UHC, and Bank of America.

Wilson received a bachelor's degree in management from Baylor University and a master's degree in business administration from Mercer University.



**Rick Hernandez**  
*Controller*

As controller, Rick Hernandez is responsible for the company's accounting and finance activities. Prior to joining MPV in 2005, Hernandez served as the CFO for a private consortium of companies that provided construction, consulting and telecommunication services to Department of Defense agencies and commercial companies. Also, he held various controller positions for 15 years with Browning-Ferris Industries (BFI) and Allied Waste Industries, public companies providing waste management services. Hernandez received a bachelor's of business administration degree in accounting from Texas A&M at Corpus Christi.

**Dean Skonieczny**  
*Director, Product Management*

As director of product management, Dean Skonieczny is responsible for the product roadmap and strategic direction of MPV's product offerings. Prior to joining MPV in January 2006, Skonieczny served as product manager at Vignette Corporation, a leading provider of enterprise content management software. At Vignette, he managed its flagship Web content management product and a number of supporting software packages. He has also served in a variety of positions in the eBusiness group of Hewlett Packard. Skonieczny received bachelor's degrees in biomedical and electrical engineering from Duke University and a master's degree in business administration from the University of Texas at Austin.



## Product Profile

**MPV Phynance™** MPV Phynance™ enables medical groups to evaluate overall contract performance, verify reimbursement and improve revenue cycle efficiency. MPV's contract analysts model payor contracts line-by-line into the Web-based Phynance application. MPV Phynance values claims and identifies variances by comparing payments received against contract terms, flagging potential underpayments, registration, coding and posting errors. The contract data and claims history stored in MPV Phynance can then be used to assess overall payor performance and determine the financial implications of new and proposed contracts during future negotiations with payors. As a result, MPV's medical group clients experience better control over their contracts, improved workflow efficiency, increased revenue, reduced bad debt and stronger negotiating position with payors.

**MPV Eligibility** MPV Eligibility offers a practical solution for verifying eligibility and benefits at any point in the billing process—from pre-arrival to check-in to charge entry, claims submission and payment posting. Designed for optimal efficiency, MPV Eligibility electronically gathers patient co-pay, benefit and deductible information from an extensive payor network limiting the need for practice staff to manually verify insurance information. In addition, MPV Eligibility applies business intelligence to returned data to make sure the practice is billing under the proper financial class. As a result, practices are able to streamline front-end revenue cycle workflow, enhance efficiency and increase cash flow.

**MPV Eligibility Subsystem Interface** MPV Eligibility Subsystem Interface (ESI) adapts enrollment data from payors and employer groups that often arrives in proprietary and non-standardized formats. Designed to assist in the filing of eligibility information from various payors into GE Centricity® Business, ESI converts enrollment data to a standard format and then performs patient and contract matching as well as identification of potential terminations or new plan enrollees. This data conversion allows GE users to easily verify capitation eligibility through roster reconciliation, leading to cleaner demographic and enrollment database processing and the elimination of missed claims.



**MPV Self-Pay Verification** MPV Self-Pay Verification electronically matches self-pay patients against Medicaid and Medicare databases to determine eligibility—an important step since many Medicaid and Medicare accounts are never properly classified or billed. The application then re-classifies patient accounts eligible for benefits separating them from the self-pay group. This provides additional reimbursement opportunities for practices and enhances data integrity while reducing collection costs and patient bad debt.

**MPV Contract Analysis Module** MPV Contract Analysis Module assesses the overall impact of each existing contract and models the financial impact of proposed contracts. Using MPV Phynance's claims valuation engine and a group's detailed contracts and claims history, MPV Contract Analysis Module applies proposed contract terms to the precise mixes of services that the group provides. By calculating how much revenue individual physicians could gain or lose, MPV Contract Analysis Module enables better informed payor negotiations, improved contract management and increased revenues.

**MPV Phynance Undercharge Report** MPV Undercharge Report shows where charges fall below contract maximums, enabling increased revenue through chargemaster adjustments. By drawing claims information directly from a medical group's billing system and comparing it with MPV's up-to-date contract databases, MPV Phynance Undercharge Report quickly identifies opportunities for increasing revenue and provides all of the information necessary for informed and timely chargemaster updates.

**MPV Patient Portion Pricer** The MPV Patient Portion Pricer module helps calculate, before or at the time of service, the portion of charges that are due from the patient. Using the same claims logic as MPV Phynance™, practice staff can take into account line items, valuation estimates and payment rules to determine the patient's out-of-pocket obligation before they leave the office. As a result, medical groups can increase time-of-service collections, reduce costs related to patient billing and collections, build net cash receipts and improve patient satisfaction.

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