



Fact Sheet

Founded: 1998

Home office: Austin, Texas

Web site: www.mpv.com

Associates: More than 125

Corporate overview: MPV helps medical groups maximize the value of their payer 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: Contract Management

MPV Contract Management values claims according to payer contracts, using updated formulas, fee schedules and payment rules.

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

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

Eligibility Management

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

MPV Eligibility Roster Management Services 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 Managed Medicaid databases to determine eligibility.

MPV Address Verification utilizes data provided by the USPS to flag incorrect mailing addresses, minimizing the expense associated with printing and mailing statements to invalid addresses.

MPV Registration Verification verifies that patients are registered correctly, including identifying the appropriate payer plan and Financial Services Class (FSC) for GE Centricity® Business clients.

Patient Payment Management

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.

MPV Patient Portion Pricer and MPV Eligibility combines MPV's claims valuation engine and real-time insurance and benefits verification functionality to automate the calculation of the patient's financial responsibility.

Clients: More than 50,000 providers in leading medical groups including: Emory Clinic; Baylor College of Medicine; University of California-San Diego Medical Group; Medical College of Wisconsin; Kelsey-Seybold Clinic;



Scripps Clinic; UT Medical Group; University of Missouri; 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 strategies and market positioning. A veteran of the healthcare and technology industries, Stampiglia has more than 25 years of experience in general management, business strategy, sales and software product development.

Prior to joining MPV, he served as president and COO of the Practice Services Division for WebMD Corporation, where he was responsible for the company's 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 the MPV 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 Contract Management 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 corporate development, Michael Kallish is responsible for identifying growth opportunities, operational efficiencies and developing strategic partnerships for MPV. He brings 20 years of experience in the physician practice management market to MPV, having held a wide range of sales and operational leadership positions. Previously, Kallish served as vice president of business development and vice president of enterprise solutions for the healthcare solutions division at Sage Software (formerly WebMD Practice Services and Medical Manager Corp.), a leading provider of practice management and electronic healthcare records applications. In addition to his tenure at Sage, Kallish served in a variety of leadership roles at other healthcare information technology companies.

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 Contract Management MPV Contract Management enables medical groups to evaluate overall contract performance, verify reimbursement and improve revenue cycle efficiency. MPV's contract analysts model payer contracts line-by-line into the Web-based application. MPV Contract Management 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 Contract Management can then be used to assess overall payer performance and determine the financial implications of new and proposed contracts during future negotiations with payers. 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 payers.

MPV Contract Analysis MPV Contract Analysis assesses the overall impact of each existing contract and models the financial impact of proposed contracts. Using MPV Contract Management's claims valuation engine and a group's detailed contracts and claims history, MPV Contract Analysis 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 enables better informed payer negotiations, improved contract management and increased revenues.

MPV 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 Undercharge Report quickly identifies opportunities for increasing revenue and provides all of the information necessary for informed and timely chargemaster updates.

MPV Eligibility MPV Eligibility offers a practical solution for verifying patient 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 payer network limiting the need for practice staff to manually verify insurance information. In addition, for practices GE Centricity® Business, 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 Roster Management Services

MPV Eligibility Roster Management Services team adapts enrollment data from payers and employer groups that often arrives in proprietary and non-standardized formats. Designed to assist in the filing of eligibility information from various payers into GE Centricity Business, MPV's professional services team 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 Managed Medicaid databases to determine eligibility—an important step since many Medicaid 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 Address Verification

MPV Address Verification helps practices to flag incorrect patient addresses, minimizing the hassle and expense associated with printing and mailing statements to invalid addresses. By allowing practices to identify the proper billing address using the USPS database, the result is lower costs for statements, increased efficiency and improved cash flow.

MPV Registration Verification

MPV Registration Verification, customized for GE Centricity Business users, confirms the accuracy of patient registration information so practices can quickly flag and correct any errors before a claim is generated. When changes to the patient's insurance carrier or plan are made, MPV Registration Verification applies business intelligence to the returned data and automatically updates the record with new patient demographic and insurance information and the correct Financial Service Class (FSC) code to ensure the practice is billing under the correct financial class, further streamlining data management and enhancing overall efficiency.

MPV Patient Portion Pricer

MPV Patient Portion Pricer 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 Contract Management, 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.



**MPV Patient
Portion Pricer and
MPV Eligibility**

MPV Patient Portion Pricer and MPV Eligibility allows practices to accurately determine the payer allowable and calculate a patient's out-of-pocket responsibility. This unique solution is a multi-payer application that utilizes MPV's claims valuation engine and real-time insurance and benefits verification functionality so practices can automate the calculation of the patient's financial responsibility based on the latest eligibility data, payment rules and contract terms. Once a patient's eligibility is verified in real-time, including co-insurance, deductibles and other relevant information, the application generates an accurate valuation of the procedures to be performed.

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