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Matrix Adds End-of-Life Care Management Program to their Portfolio

(Brooklyn, NY and San Bruno, CA) - Michael Quilty, CEO of Matrix Medical Network, Inc.(Matrix), the nation's leading provider of physician-based medical management services for health plans, and Roger de Lusignan, CEO of Enclara Health, LLC (Enclara), the leading national provider of end-of-life care management services for health plans, jointly announce that they have signed a definitive agreement for Matrix to acquire Enclara Health's CareGuidance business line.

CareGuidance helps payors identify and support members who are approaching end-of-life. Members and their families and caregivers, as well as providers, are guided through the myriad of decisions and choices they face during this stage of life, which leads to a higher quality of care. Call center staff work with patients and their families to prepare a smooth and earlier transition to hospice care. The call center and field teams are staffed by nurses and social workers with specialized training in advanced care planning, palliative and hospice care. Local staff is available for care assessments and family conferences.

"The data overwhelming indicates that Americans are dying in pain and outside of the setting that they desire," states de Lusignan. "Additionally, the costs in the last six months of life represent a significant burden to health plans. CareGuidance generates claims savings for clients ranging up from 15% to 30%. We have documented results of decreased health care utilization and increased appropriate use of palliative care and hospice services in multiple customer settings."

The acquisition of the CareGuidance program expands Matrix's menu of client services making it the most comprehensive program for health plans in the senior market segment. Now health plans can work with a single vendor to fully address cost and quality care for the elderly. The combination of strengths between Matrix and CareGuidance will provide even greater leverage for health plan customers, especially for case management and physician education related to end-of-life.

"Our agreement to purchase the CareGuidance line of business represents a major step forward in our continuing strategy to provide our customers solutions for managing their elderly population," Quilty said. "End-of-life is a significant issue for our customers and is largely an un-addressed aspect of care."

The end-of-life care programs will be housed in a new wholly owned subsidiary of Matrix called Votiva Health. Votiva is a coin of the Latin term "votives – to conform to one's wishes." Together, Matrix and Votiva will have over 20 unique health plan customers in 16 states.

Roger de Lusignan, CEO of Enclara, will be joining the Matrix team to lead Votiva Health. Roger is a veteran of the disease management industry, as one of the early executives at LifeMasters Supported SelfCare, leading the development of that industry. He also brings significant experience in provider operations and finance from his work at The Permanente Medical Group and Ernst and Young.

CareGuidance assists health plans and other risk bearing entities in improving patient care and reducing costs related to end-of-life care. Votiva's proprietary algorithms screen claims data to develop savings benchmarks and identify individuals with declining and serious health issues. Completing the circle, CareGuidance creates service metrics and synchronizes the referral processes with local hospices that optimize the utilization of hospice care.

Votiva's services effectively compliment a health plan's existing disease and case management programs. The direct benefits for payors include a more efficient use of resources, improved member satisfaction and streamlined care coordination. CareGuidance generates significant savings by: increasing the rate of appropriate hospice referrals and length of stay; reducing hospice revocation; reducing errant claims during the hospice stay; and decreasing cost for members without hospice.

CareGuidance began operations in 2006 in San Bruno, CA. Votiva has managed over 80,000 senior lives and continues to focus on Medicare Advantage and Medicaid plans around the country.

Matrix Medical Network provides high-risk member management services for health plans. Matrix's clients include Medicare Advantage plans, Special Needs Health Plans (Dual and Institutional) and Medicaid plans throughout the U.S. Matrix utilizes a physician-centered model of care to proactively manage frail elderly members in nursing homes, skilled nursing facilities, and the home setting. Matrix's programs help to reduce inappropriate hospitalizations and also ensure that a complete and accurate listing of diagnosis codes is provided to the plan to support their revenue management activities. Matrix began operations in 2001 and has managed over 100,000 high-risk members.

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