



Viant Overview

Network Services

Network Management Services

Pre-Payment Services

Post-Payment Services



Viant Company Overview

Viant has been an industry leader in healthcare cost-containment strategies for more than 18 years, focusing on innovative positive-sum contributions through:

- **Timely Payment** – leveraging accelerated payment and cash flow for better savings
- **Accurate Payment** – eliminating the reconciliation costs for payer, provider and patient
- **Fair Payment** – ensuring payments are fair to providers who consider the value of timely and accurate payments at prevailing reimbursement and cost levels
- **Customized Solutions** – flexibility for clients to customize primary and secondary network solutions and out-of-network cost containment strategies that net the best results for their organization

Leading carriers, Blues plans, TPAs and self-insured employers rely on Viant's professional expertise and sophisticated technologies to maximize savings opportunities and improve business processes. Since 1990, we have developed effective solutions for both in-network and out-of-network claims that have generated significant savings for our clients and their customers. For example, in 2007 alone, Viant saved its clients \$2.4 billion dollars.

Capabilities

Viant delivers comprehensive cost-control strategies to payers in the healthcare industry through our comprehensive suite of:

- **Network Services** (PPO, owned and leased wrap networks)
- **Network Management Services** (provider network data management and automated repricing)
- **Pre-Payment Services** (fee negotiation, UCR repricing)
- **Post-Payment Services** (hospital bill audit, DRG audit, contract compliance audit, injectable medication audits, inpatient admission review)

Viant's best-of-breed solutions create savings opportunities for today's payers, resulting in material improvement to medical and administrative loss ratios and customer satisfaction.

Mission

It is our mission to deliver effective and innovative healthcare payment services and solutions that focus on timely, accurate and equitable payment for providers, payers and patients.

Vision

Viant's vision is to be the most trusted healthcare cost management solution in the industry by maximizing favorable financial results for all constituents. We are committed to growing the business through continued investment in our network and non-network services and strive to deliver the highest value and service excellence.

Network Services

The Beech Street Network is Viant's prominent national PPO network that also provides a host of specialty networks including home infusion, long-term care, transplant and more. Viant networks can be utilized on a national, wrap or supplemental level in support of a customized network development strategy. In addition to The Beech Street Network, Viant offers network services through ppoNEXT and Texas True Choice, both of which were acquired by the company in 2007.

Network Management Services

Acting as a behind-the-scenes network management engine, Viant's technology addresses the need for accurate, consistent and timely claims payment through a powerful repricing application and provider database that complements existing client systems. These automated solutions ensure that the right claim is matched to the right provider and the right network contract, and then repriced accurately, regardless of the complexity of contract terms.

Pre-Payment Services

UCR Repricing Services offering is available to address claims before payment is made. Both options support benefit plan language, which states that medically necessary goods and services consumed will be paid at the lesser of the usual, customary or reasonable charge. Our Professional Negotiation Services offering is facilitated by expert staff with medical and financial backgrounds who review each claim to assess appropriate reimbursement levels and contact doctors/facilities to negotiate a reduction in total bill charges.

Post-Payment Services

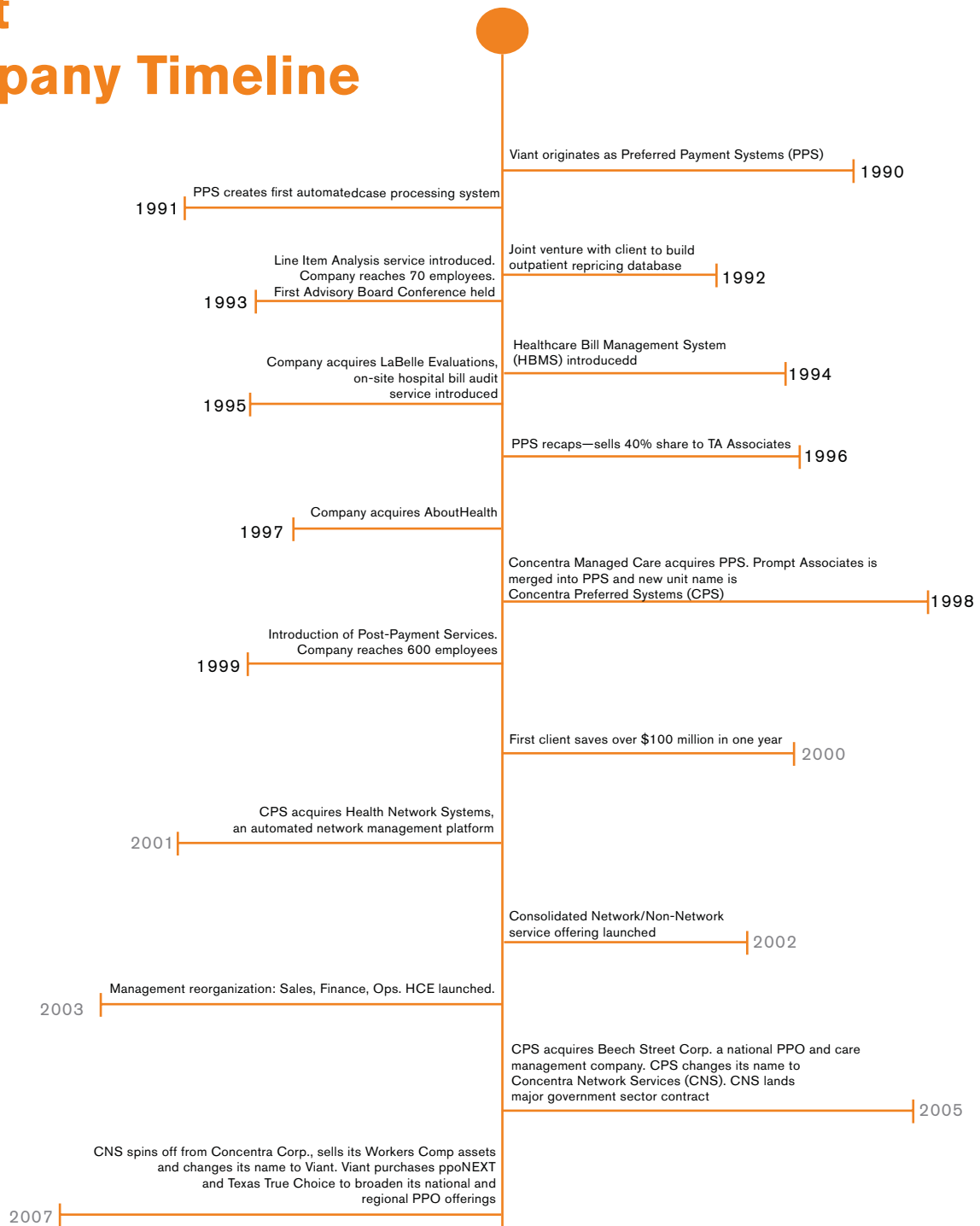
Hospital Bill Audit, DRG Validation, Contract Compliance, Specialty Injectable Medication Audits and Inappropriate Admission Review are available to help identify and recover meaningful savings from previously resolved claims. Audits are performed by field nurse auditors, DRG coding analysts and contract compliance specialists, resulting in a signed provider agreement on each claim.

Value Proposition

Viant assists our customers in making material improvement in business results primarily by:

- Reducing Medical Costs
 - Paying claims in accordance with contractual obligations
 - Paying the "fair" amount for out-of-network services
- Reducing General and Administrative Costs
 - Improving the accuracy of the claims payment process
 - Increasing the rate of auto-adjudication
- Improving Customer and Provider Relations
- Increasing Speed and Flexibility to meet challenges in the marketplace

Viant Company Timeline



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