

ECHO Health & Coalition America Team Up to Offer Electronic Provider Payment Solution for Payers

Cleveland -- Joining forces to further cut unnecessary healthcare administrative costs, ECHO Health, Inc., a pioneer in medical payment consolidation, and Coalition America, Inc., a leader in medical claim savings, today announce a strategic partnership offering Coalition America clients ECHOPay[™], a patented-pending technology that consolidates medical claims payments.

As a new concept in healthcare, this system enables payers to consolidate payments across all boundaries from multiple employers, bank accounts, and adjudication systems into one single provider payment.

“Albeit a simple process, our platform will enable Coalition America to immediately achieve drastic cuts for their clients through one simple strategy: using powerful new technology to eliminate and simplify unnecessary paperwork,” says Bob Strickland ECHO Health President. “Partnering with Coalition America, which specializes in reducing the cost of in-network and out-of-network bills for group health and workers' compensation plans, will strengthen the industry's ability to reduce expenses in a way that's never been done before in healthcare,” Strickland says.

ECHO achieves significant cost savings by generating payments electronically and by offering one consolidated explanation of benefits (EOB), instead of several, to providers. The ECHOPay product also enables payers to increase their operational efficiency by:

- Reducing postage and printing costs by as much as 33%;
- Consolidating payments across all employer groups, bank accounts and adjudication systems within ERISA guidelines;
- Eliminating unnecessary banking fees such as check clearing costs, stop payment fees and positive payment fees; and
- Eliminating employers' W9 provider maintenance and 1099 reporting responsibility, among other features.

“We welcome the opportunity to form a unique relationship with ECHO Health,” says Sean Smith, Chairman & CEO, Coalition America. “We are confident ECHO Health's service will provide significant cost and marketing advantages for our payer clients, and will facilitate additional repricing solutions through Coalition America,” Smith says.

About ECHO Health

Headquartered in Cleveland, ECHO Health, Inc., with offices in Atlanta and Boston, provides cutting-edge medical payment consolidation to reduce expenses and increase operational efficiency. To date, ECHO has paid more than \$1 billion dollars in consolidated payments to more than 82,000 health care providers. A privately held company, ECHO Health has an exclusive marketing relationship with Kessler Financial Services, L.P., Boston, Mass. www.echohealthinc.com. Media contact: Aileen Kantor, akantor@echohealthinc.com, 301-229-6782

About CAI

Coalition America, Inc. (CAI) is the leader in medical claim savings utilizing proprietary technology, PPOs, and negotiations to deliver significant discounts on group health and workers' compensation medical bills. CAI generates significant savings on in-network and out-of-network medical bills through the integration of Primary PPOs, Wrap PPOs, Supplemental PPOs, and direct provider negotiations. CAI directly services over 300 clients representing more than 12,000 businesses nationwide, offering a one-stop solution for discounting medical bills while reducing administrative costs through technology. CAI has saved its clients over \$795 million since its inception in 1995. For more information please visit www.coalitionamerica.com or contact Libby Roper, Director of Marketing and Public Relations at 404-459-7201, ext. 5265 or libbyroper@coalitionamerica.com