MedeAnalytics Acquires OnFocus Healthcare:
Companies to Deliver Healthcare's Most Innovative and Robust Executive Performance Management Solutions

MedeAnalytics, a pioneer in healthcare analytics, has acquired OnFocus Healthcare, Inc., a leading provider of healthcare enterprise performance management solutions. MedeAnalytics and OnFocus come together with a shared mission to improve the business of healthcare. The synthesis of the two companies creates the first "closed loop" analytics and execution-driven performance improvement solution for healthcare.

The combined solution will enable healthcare organizations to successfully execute and sustain the enterprise-wide behavior changes and performance improvements required to make the shift from fee-for-service to a risk model. Together, the solutions will drive improved results on key performance metrics across the enterprise, filling a critical gap in the healthcare technology marketplace.

A Unique Blend of Skills, Solutions, and Expertise

With a client-driven approach to improving the business of healthcare, the two companies have highly compatible solutions, people, and cultures. MedeAnalytics enables provider and health plan organizations to analyze their data to uncover opportunities to improve clinical and financial performance. OnFocus enables healthcare organizations to follow through on strategic initiatives and see them to completion.

The acquisition represents the marriage of performance measurement and performance management. It will enable healthcare organizations to capitalize on strategies built around clinical and financial improvement opportunities found in their data.

> "MedeAnalytics and OnFocus have very similar cultures. We are both client-oriented and work to improve our clients' financial health. Also, we both have an entrepreneurial mindset. We want to make a difference and improve performance through data-focused initiatives."
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> **Sal DeTrane** / Chief Financial Officer and Chief Administrative Officer, MedeAnalytics

MedeAnalytics: Evidence-based Insights through Data Analytics

Like never before, the healthcare industry today faces great clinical, financial, and operational challenges. Fortunately, for those who wish to capitalize on it, there exist vast quantities of patient data collected along the care continuum. When a provider organization or health plan harnesses this data, it can effectively streamline operations, improve financial strength, and enhance patient care.

Through powerful data analytics, MedeAnalytics provides evidence-based insights to help healthcare providers and health plans deliver cost-effective care and promote a healthier population. By aggregating data from multiple, disparate sources, the analytics platform delivers intelligence that helps healthcare organizations detect their greatest areas of risk and identify opportunities to improve their financial health. The cloud-based solution empowers providers and health plans to collaborate and use data to strengthen their operations and improve the quality of care.

With the acquisition of OnFocus, MedeAnalytics will extend the usefulness of the opportunities found within healthcare organizations' data. The integrated solution will not only discover improvement opportunities, but also help providers and health plans design and execute strategies to capitalize on those opportunities.

OnFocus Healthcare: Enterprise Performance Management for Healthcare

As value-based reimbursement and accountable care initiatives permeate the healthcare industry, executives throughout provider and health plan organizations need to devise strategies for sustained execution and culture change. However, the work to define, detail, cascade, and track the execution of key strategies is often done inefficiently and ineffectively.

Founded on the business strategy consulting acumen of its leaders, OnFocus Healthcare helps healthcare organizations define and systematize the implementation of strategic initiatives. The cloud-based enterprise performance management solution automates the people, processes, technologies, and behavior change management activities that are required across multiple levels of the organization. It effectively reduces the risk of roadblocks that the organization will hit when implementing strategies by breaking initiatives down into workflows and steps necessary for success.

> "Healthcare delivery organizations frequently devote great effort and executive time to creating critical strategies, but then fail to translate the strategies into effective, sustained execution and culture change. The problem of effectively implementing strategy is top of mind for senior healthcare executives around the world as they address dramatically shifting demands as well as severely constrained and uneven resources."
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> Gartner

Together: Data-driven Enterprise Performance Management

By joining forces and integrating their solutions, MedeAnalytics and OnFocus will allow their combined client base of more than 1,200 healthcare organizations to link business intelligence with current strategies, key performance metrics, and dynamic action plans to achieve clinical, financial, and operational break-throughs in performance.

"OnFocus Healthcare's capabilities broaden the MedeAnalytics product portfolio into a key area for our customers' enterprise performance management," said Andrew Hurd, MedeAnalytics Chairman and CEO. "Providers and health plans will now be able to leverage the crucial insights from MedeAnalytics to create robust action plans aimed at driving results across hundreds of employees, facilities, departments, and clinical settings."

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The integrated offering will enable healthcare organizations to track and maintain key initiatives across hospitals and health systems in one centralized location and identify and address delays and negative performance variances before they become a problem. The solution will measure the success of strategic and operational goals, improvement initiatives, and action plans.

"The key to success in healthcare today is all about execution – quick, predictable, and efficient. OnFocus customers will now have the dual benefit of combining MedeAnalytics' solutions, offering seamless aggregation, integration, and analysis of disparate clinical, financial, and operational data with OnFocus' planning and performance management capabilities – from one integrated system," said Steven J. Mason, Jr., President and CEO of OnFocus Healthcare.

> "Not only does MedeAnalytics have great data, they have a lot of insight into what you need to do to improve your numbers. By combining the two solutions, we are offering more than an execution tool. We are offering a **smart** execution tool."
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> Steven J. Mason, Jr. / President and CEO, OnFocus Healthcare

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ABOUT MEDEANALYTICS

MedeAnalytics provides evidence-based insights to solve a real problem that plagues healthcare—how to use the immense amount of patient data collected along the care continuum to deliver cost-effective care and promote a healthier population. Its analytics platform delivers intelligence that helps healthcare organizations detect their greatest areas of risk and identify opportunities to improve their financial health. It empowers providers and health plans to collaborate and use data to strengthen their operations and improve the quality of care. MedeAnalytics' cloud-based tools have been used to uncover business insights for nearly 1,000 healthcare organizations across the United States and United Kingdom. The company has also been named one of *Modern Healthcare's* top 100 Best Places to Work in Healthcare for 2014. For more information, visit **www.medeanalytics.com.**