



FOR IMMEDIATE RELEASE

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HANYS Solutions' Preferred Technology Partnership with RelayHealth Expands Revenue Cycle Solutions for Hospitals and Health Systems

ALBANY, N.Y. — HANYS Solutions, the for-profit subsidiary of the Healthcare Association of New York State (HANYS), is pleased to announce it has expanded its relationship with RelayHealth as the preferred partner for revenue cycle management solutions for HANYS' member hospitals and health systems across the state.

The expanded agreement offers New York's health care providers the benefits of RelayHealth's end-to-end solutions to manage revenue in patient access and financial services divisions. These solutions include patient eligibility and financial clearance, claims management and financial settlement analytics, and outsourcing services.

"RelayHealth delivers the most comprehensive revenue cycle management solution in the industry as a one-stop shop," said Michael Ilnicki, President and Chief Executive Officer, HANYS Solutions. "Their RelayClearance, RelayAssurance, and RelayResolution offerings produce tangible financial results for hospitals focused on improving patient collections at patient access, improving accounts receivable days, and reducing bad debt."

"We are pleased to be named a preferred technology partner by HANYS Solutions," said Dave Mason, Senior Vice President and General Manager, Financial Solutions at RelayHealth. "We have partnered for years with a number of HANYS' member hospitals to reduce cost and the variability of payment. Additionally, by aligning with RelayHealth, New York's hospitals and health systems are supported by an organization with a proven track record for responding to changes in reimbursement models and providing value to our partners."

The agreement with HANYS Solutions includes the following offerings from RelayHealth's revenue cycle portfolio:

- **RelayClearance:** Revenue cycle solutions for efficiently verifying insurance eligibility, estimating patient financial responsibility, validating patient identity, and finding financial assistance for patients who are unable to pay.

- **RelayAssurance:** Revenue cycle solutions for post-service claims management and financial settlement; monitors claims to keep cash flowing with access to more than 1,800 health plans, including direct entry to Medicare; reconciles claims with payer responses, checks eligibility before billing, and manages secondary billing and reimbursement.
- **RelayResolution:** Revenue cycle solutions for self-pay and third-party insurance collections; denials management; outsourcing claims that are secondary to Medicare; health information systems transformation services; and concurrent, retrospective, and payer defense audits to check accuracy of past charges and improve billing.

About HANYS Solutions

HANYS Solutions is recognized nationally for its leadership and expertise in providing health care organizations with operational, analytical, and educational tools to improve performance and efficiency. HANYS Solutions works with health care providers and industry leaders across the country on policies, programs, and products that help shape health care. HANYS Solutions provides a wide range of marketplace solutions that help health care providers make sound business decisions, enhance their cost-effectiveness and efficiency, and improve the quality of health and medical services to meet changing patient and practitioner needs. For more information, visit www.ehanys.com.

About RelayHealth

RelayHealth, McKesson's connectivity business, operates as a neutral partner in an open network environment, offering connectivity services and integration among all organizations, systems, and solutions. Its intelligent network is designed to streamline clinical, financial, and administrative communication between patients, providers, payers, pharmacies, pharmaceutical manufacturers, and financial institutions. RelayHealth works to accelerate the delivery of high-quality care and improve financial performance through solutions such as online consultation of physicians, electronic prescribing, and point-of-service pharmacy claims resolution by payers. For more information, call (888) 743-8735, or visit www.RelayHealth.com. Follow RelayHealth on Twitter (@RelayHealth) or "like" the RelayHealth Facebook page.