

## **SCI Solutions Adds 53 New Clients to Growing Roster**

*Health systems nationwide select SCI Solutions to increase revenue, physician alignment, patient satisfaction and payer compliance*

Campbell, Calif., November 16, 2011—[SCI Solutions](#) today announced it secured 53 new health system contracts during its fiscal year 2011. More than 450 hospitals now partner with SCI to improve their cash flow. This growth demonstrates continued adoption of SCI's unique offerings, including its patent-protected Clinical Integration Engine™.

SCI offerings improve revenue, reduce administrative expenses and enable rich electronic integration that enhances constituent satisfaction and facilitates tighter physician alignment. Its growing client base continues to realize strong financial returns in these areas almost immediately. Hospital clients, for example, typically increase revenue from physician orders and referrals by three percent or more within six months of implementation when following SCI's seven-step value capture methodology.

"As we enter 2012, health enterprise leaders are confronted with unprecedented financial challenges and, in many markets, rapidly emerging competitive threats," said Joel French, managing partner and CEO of SCI. "In this environment, SCI's commitment is to deliver high-impact offerings that clients can deploy in months to produce measurable returns while establishing their foundation for success with bundled payments, readmission management, clinical integration and community wide care collaboration."

SCI's Clinical Integration Engine™ intelligently orchestrates patient care across communities based on condition, episode and population health—aligning reimbursement with clinical appropriateness and compliance. This level of rich electronic and economic integration with community providers, patients and health plans leads to market advantages and other quantifiable benefits, including:

- incremental referrals/orders from non-employed community physicians;
- reduced out-of-network revenue leakage from employed or acquired/owned physician practices;
- lower re-admission rates through electronic integration of patient discharge management, ordering, scheduling and follow up patient compliance; and
- fewer health plan denials and underpayments through verification of medical necessity, authorizations and additional front-end revenue management checks.

### **About SCI Solutions**

SCI's patent-protected revenue management solutions enable clients to increase revenue and cash flow, optimize resources and physician referral patterns all while improving patient satisfaction. SCI's advanced rules and workflow engines strengthen alignment with both employed and independent community providers, achieving secure clinical and financial information exchange among providers regardless of their EMR vendor, technology or level of automation.

Founded in 1999, SCI is headquartered in Campbell, CA, with professionals throughout the United States and additional offices in Atlanta, Pensacola and Tucson. For more information about SCI Solutions visit [www.scisolutions.com](http://www.scisolutions.com).

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