
2013 ON SITE PROGRAM



HC **GROWTH**
Cap
FAST-GROWTH HEALTHCARE
SERVICES & CAPITAL '13

December 3-4, 2013 | JW Marriott, Washington, D.C.

2013 CONFERENCE PARTNERS

HCap Growth is funded significantly by partnering organizations. We are very grateful for their support.



GE Capital
Healthcare Financial Services



QUADRIGAPARTNERS



Wells Fargo Capital Finance



WELCOME

Welcome to HCap Growth.

We have assembled a selection of healthcare product and services companies that reflect the true spirit of opportunity ... *opportunity for growth, opportunity for partnership, and above all, opportunity for investment.*

The presenting companies you will meet throughout the HCap Growth program represent a diverse lineup of organizations, each in search of some combination of equity capital, debt capital and/or strategic alliance.

Our goal for HCap Growth is to create a highly efficient way for you to explore investment and partnership opportunities, and quickly increase your knowledge of the trends across healthcare.

We trust that the companies you encounter today will lead to new and mutually beneficial relationships going forward.

As always, your feedback on this program is an integral part of its future success. Please don't hesitate to share your thoughts with our staff. (You can spot us by our bold red badges.)

I wish you a productive day, and thank you again for being part of HCap Growth.

Regards,



Eileen B. Baird
Managing Director
HCap Growth

GENERAL INFORMATION

Questions?

Our Lincoln staff badges are red and say “Staff.” We are here to help make your HCap Growth experience as productive and pleasant as possible. Please contact us with any questions:

- Call us at our on site office at (202) 626-1976 or (202) 626-1977, or from within the hotel at extension 1976 or 1977.
- Visit our Information Desk located in the Capitol Ballroom Foyer. The Information Desk is open from:
 - 2:00 – 9:00 pm on Tuesday, December 3rd
 - 7:00 am – 9:00 pm on Wednesday, December 4th

Badge Policy

Please wear your name badge at all times during the conference. Wearing your badge helps protect the integrity of the conference and helps everyone identify each other easily. Healthcare Provider attendee badges are blue; Conference Partner attendee badges are gray; Speakers and Association attendee badges are white, and Private Equity attendee badges are green. Ancillary Service Provider Badges are yellow.

Antitrust Guidelines

HCap Growth is not a trade group or association; rather, it is a community of leading healthcare and financial executives invited to gather annually to learn and develop relationships. Recognizing that a meeting attended by large competitors in the same industry can raise the appearance of wrong doing, the following rules apply:

1. No discussion of prices, price levels, production levels, or production or distribution costs shall occur.
2. No discussion shall be had, which has the effect of, or which may be construed as having the effect of: Excluding any company (competitor or supplier) from a particular product or geographic market; fixing, or attempting to fix, the price, product offering, terms of sale, or territories of operation of any party; preventing any party from gaining access to specific markets, customers or suppliers.

Executive Lounge

HCap Growth attendees are invited to use the Executive Lounge to hold and prepare for meetings. The Executive Lounge is located in Grand Ballroom I and is open on Wednesday, December 4th from 7:00 am to 5:30 pm. Snacks, coffee & Wi-Fi are available.

Meeting Areas

Meeting areas available to all attendees throughout the duration of the conference are located in the Cannon Foyer on the Meeting Room Level of the hotel and scattered throughout the Conference area as indicated on the map on page 6.

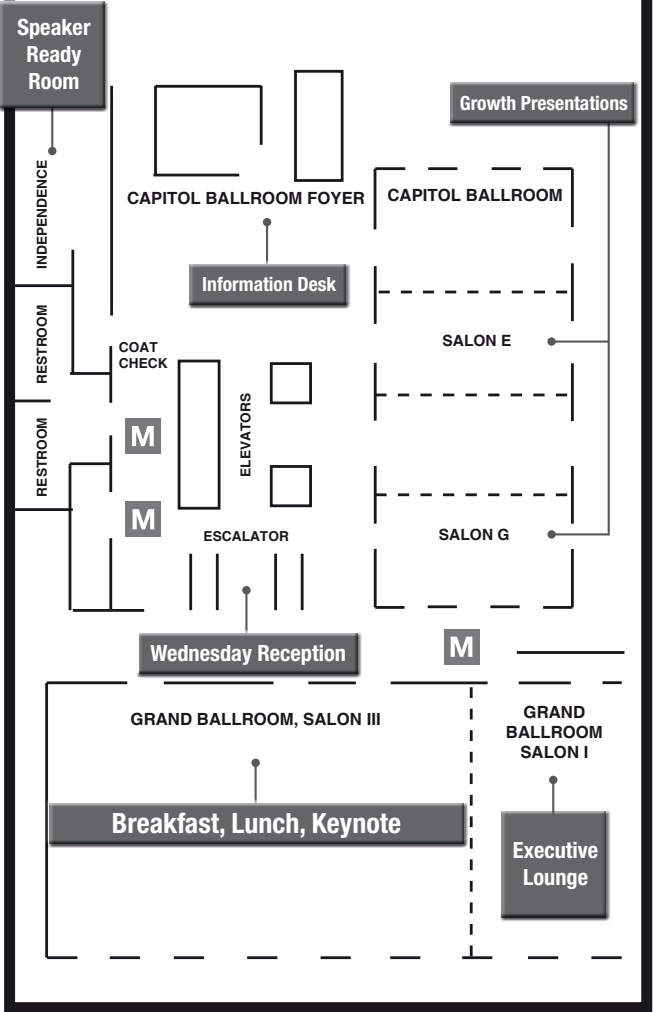
Speaker Ready Room

The Speaker Ready Room is a quiet and private location available to all speakers in preparation and review of their presentation. The Speaker Ready Room is located in the Independence room on the Ballroom Level of the hotel near the Information Desk, and is open Wednesday, December 4th from 7:00 am - 6:00 pm.

CONFERENCE MAP

BALLROOM LEVEL (3 Levels Down from Lobby)

(**M** = Meeting Location Options)



M Additional Meeting Space Available in the Cannon Foyer on the Meeting Room Level (2 Levels Down from Lobby)

Tuesday's Reception is located on the Penn Ave Terrace on the Lobby Level

2013 HCAP GROWTH AGENDA

TUESDAY, DECEMBER 3

5:30 – 7:00 pm

Opening Reception - Penn Ave Terrace (Lobby Level)

WEDNESDAY, DECEMBER 4

7:00 – 7:30 am

Networking Breakfast - Grand Ballroom Salon III

7:30 – 8:30 am

Keynote Address - Grand Ballroom Salon III

Where Entrepreneurs Fear to Tread



Scott Gottlieb, MD

Dr. Gottlieb is a practicing physician, a venture partner at New Enterprise Associates and an adviser of growth companies at TRWinston, a merchant and investment bank.

It is getting increasingly difficult to earn sustainable above-market returns in an environment where payers are progressively scrutinizing margins to determine reimbursements. Moving patients to lower cost care-settings and capturing that arbitrage is no longer the solution. Innovators need to be disruptive and seek opportunities in spaces where many entrepreneurs are reluctant to venture. Dr. Gottlieb, a leading expert in entrepreneurship and health policy, will illuminate the opportunities while creating the case for new models of innovation in healthcare.

8:30 – 8:45 am

Break & Meeting Time **M**

8:45 am – 12:25 pm

Growth Presentations - Salons E & G (see pgs. 8-9)

12:30 – 1:15 pm

Lunch - Grand Ballroom Salon III **M**

1:15 – 6:10 pm

Growth Presentations - Salons E & G (see pgs. 8-9)

6:15 – 7:30 pm

Closing Reception - Grand Ballroom Foyer **M**

PRESENTATION SCHEDULE

TRACK 1 - SALON E

Time	Company	Category	Rev. (\$M)
8:45 - 9:05 am	HCR Home Care	Home Care Provider	\$43
9:10 - 9:30 am	Foundation Radiology	Diagnostic Imaging	\$30
9:35 - 9:55 am	BetrLife	Healthcare Wellness – Employers	Start-Up
10:00 - 10:20 am	Chiro One	Retail Health & Wellness/Chiropractic	\$54
10:25 - 10:45 am	MD Everywhere	Revenue Cycle Management	\$15
10:50 - 11:10 am	Signature Hospice, Home Health & Home Care	Regional Provider of Home-Based Services	\$30
11:15 - 11:35 am	M	Meeting Time	
11:40 am - 12 pm	Wellness Layers	Web & Mobile Patient Wellness Solutions	\$4.2
12:05 - 12:25 pm	FitOrbit	Wellness/Weight loss	\$1
12:30 - 1:15 pm	Lunch		
1:15 - 1:35 pm	N1 Health	Concierge Medicine	\$1.3
1:40 - 2:00 pm	Remedy Partners	Bundled Payment Solutions	Start-Up
2:05 - 2:25 pm	3DR Labs	Outsourced Imaging Services/IT	\$2
2:30 - 2:50 pm	Home Team Therapy	Technology for Home-Based Physical Therapy	Start-Up
2:55 - 3:15 pm	Regenesis Biomedical	Pain Management	\$17
3:20 - 3:40 pm	Santech	Mobile Messaging	\$412K
3:45 - 4:05 pm	INRFood	Web-Based Wellness Programs	Start-Up
4:10 - 4:30 pm	M	Meeting Time	
4:35 - 4:55 pm	Tellatin, Short & Hansen/Sante Partners	Property Valuation Development Transitional Rehab Care	\$50
5:00 - 5:20 pm	SecureHIM	Healthcare Security	Start-Up
5:25 - 5:45 pm	M	Meeting Time	
5:50 - 6:10 pm	MedSolutions	Benefits Management	\$858

See Pages 10-27 for Presenter Profiles Listed Chronologically by Track

PRESENTATION SCHEDULE

TRACK 2 - SALON G

Time	Company	Category	Rev. (\$M)
8:45 - 9:05 am	OnSite OHS	Contractor/Clinic Operator	\$33
9:10 - 9:30 am	Intellect Resources	IT Consulting/Recruiting	\$29
9:35 - 9:55 am	HillSouth	IT Infrastructure Support/ Services/Cloud Hosting	\$3
10:00 - 10:20 am	Velo Mobile Health	Mobile Health Data	Start-Up
10:25 - 10:45 am	Analyte Health	Triage Services	\$9.2
10:50 - 11:10 am	WalkJoy	Neuropathy & Gait Analysis Devices	Start-Up
11:15 - 11:35 am	Sesame Communication	Dental IT/CRM	\$13.3
11:40 am - 12 pm	Homewatch Caregivers International	Senior Care Personal Services	\$5.6
12:05 - 12:25 pm	M	Meeting Time	
12:30 - 1:15 pm	Lunch		
1:15 - 1:35 pm	Suture Health	Clinical Data Exchange Platform	\$63K
1:40 - 2:00 pm	Lakeland Healthcare	Veincare, Radiology, Med Spa	\$15
2:05 - 2:25 pm	Cadence Research & Consulting	Market Research, Medical Communications	\$4.9
2:30 - 2:50 pm	RightCare Solutions	Discharge Decision Support System	Start-Up
2:55 - 3:15 pm	M	Meeting Time	
3:20 - 3:40 pm	Mid-Atlantic Health Care, LLC	Skilled Care/Physician Services/Health IT	\$220
3:45 - 4:05 pm	IntelliSoft Group	Medical Credentialing & Provider Enrollment	<\$10
4:10 - 4:30 pm	CoPatient	IT - Online Bill & Benefit Auditing	Start-Up
4:35 - 4:55 pm	GiveForward	Medical Fundraising Platform	\$1.4
5:00 - 5:20 pm	M	Meeting Time	
5:25 - 5:45 pm	MediSync	Medical Group Management	\$13
5:50 - 6:10 pm	The Ellison Nursing Group, LLC	Provider for Disabled Population	\$7.5

See Pages 10-27 for Presenter Profiles Listed
Chronologically by Track

8:45 - 9:05 am
Track 1, Salon E

Home Care Provider



Rochester, NY
www.hcrhealth.com

2012 Revenue: \$43M

HCR Home Care Profile:

L Woerner, Inc. is a multi-county home health care provider in New York State (upstate). New York State has chosen to limit the number of home care providers in the state so the Company is the dominant provider in many of their counties. In addition to the typical home care programs, e.g. cardiac, the Company has developed niche markets in various population groups, and successful programs that meet the needs of their Hispanic, refugee and LGBT groups. The Company serves both the long term chronic and short term acute patients in their counties. They also participate in both the patient centered medical homes and health homes in the counties they serve. Their goal is to be pervasive throughout the counties in which they operate.



Featured Presenter:

Louise Woerner, Executive Director
lwoerner@hcrhealth.com
(585) 295-6487

9:10 - 9:30 am
Track 1, Salon E

Diagnostic Imaging



Pittsburgh, PA
www.foundationradiologygroup.com

2012 Revenue: \$30M

Foundation Radiology Group Profile:

Community hospitals face significant strategic and tactical challenges due to reduced reimbursement, competition for clinical skills, and the upcoming impacts of the Affordable Care Act. In this world, the traditional model in which hospitals have outsourced services to small, subscale radiology groups no longer delivers enough coverage or enough cost savings. Foundation delivers transformative diagnostic imaging services to its hospital and system customers through a combination of people, process and technology. Our unique approach ("Elegant Radiology") moves radiology out of the hospital based by utilizing a combination of systemic workflow, increased productivity, and client outreach to achieve improved quality, enhanced service line support, better utilization management and expedited report turnaround times.



Featured Presenter:

Tom Skelton, CEO
tskelton@foundationradiologygroup.com
(412) 325-2780

8:45 - 9:05 am
Track 2, Salon G

Contractor/Clinic Operator



Princeton, IN
www.onsiteohs.com



Featured Presenter:

Kyle Johnson, President & CEO
kyle.johnson@onsiteohs.com
(812) 770-4480

2012 Revenue: \$33M

Onsite OHS Profile:

Onsite Occupational Health and Safety, Inc. (Onsite OHS) is a full-service medical support company headquartered in Princeton, Indiana. One of our strengths as a private healthcare contractor is our ability to create a unique plan to fit any healthcare need at any location anywhere in the world. We offer a variety of medical support programs including operating medical clinics both domestically and internationally.

9:10 - 9:30 am
Track 2, Salon G

IT Consulting/Recruiting



Greensboro, NC
www.intellectresources.com



Featured Presenter:

Tiffany Crenshaw, CEO
tcrenshaw@intellectresources.com
(336) 790-8727

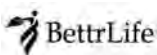
2012 Revenue: \$29M

Intellect Resources Profile:

Intellect Resources offers comprehensive consulting, recruiting and hiring solutions within the healthcare IT market. Talent offerings include recruiting, project management, implementation, upgrading and optimization of EMR systems, training and go-live support and the revolutionary Big BreakSM hiring process. We partner with clients during major IT initiatives, like EMR implementations, to deliver candidates in an effective, timely and cost efficient manner. Intellect Resources is the only firm in the healthcare IT industry to deliver a full suite of consulting services and the first, and only, company to deliver the patent-pending Big Break. Big BreakSM is an American-Idol style audition process where resources compete to become a healthcare IT professional. Big BreakSM offers hospitals systems a unique and innovative talent pool at a fraction of the cost of traditional hiring solutions.

9:35 - 9:55 am
Track 1, Salon E

HealthCare Wellness Employers



Urbandale, IA
www.bettrlife.com



Featured Presenter:

Donald Schoen, President
don.schoen@bettrlife.com
(515) 421-8021

2012 Revenue: Start-Up

BettrLife Corporation Profile:

BettrLife is a unique technology solution that enables healthcare providers to engage their patients to take control of their own health and wellness through a comprehensive suite of food, nutrition and activity tracking tools that facilitate patient engagement and lead to long-term healthy lifestyle changes within their population. Their innovative cloud-based platform provides patients with both web and mobile tools to create better health by encouraging healthier lifestyles, including physical activity, better nutrition and a greater acceptance of personal preventive care. The BettrLife platform is built around SMART logging and provides a robust back end that features a virtual HealthCoach platform that keeps providers focused on their patients by sending reminders specific to their condition, thus allowing them to better manage their populations.

10:00 - 10:20 am
Track 1, Salon E

Retail Health & Wellness/Chiropractic



Oak Brook, IL
www.chiroone.net



Featured Presenter:

Stuart Bernsen, DC, CEO/President
sbernsen@chiroone.net
(630) 560-6506

2012 Revenue: \$54M

Chiro One Wellness Centers Profile:

As the largest recognized chiropractic provider groups in the nation and the world, Chiro One Wellness Centers is uniquely poised to lead the charge in demonstrating to employers how instrumental chiropractic care is in ensuring the health and productivity of their workforces. With the further implementation of the Affordable Healthcare Act and its language allowing coverage of licensed providers and categorizing office visits and x-rays as "essential health benefits," employers and employees will have more freedom and access to take advantage of chiropractic's benefits. Within the healthcare industry, we are perfectly positioned to show, on a grand scale, the viability of chiropractic. Not as an alternative to traditional medicine; rather, as an equally beneficial ancillary modality to traditional medicine as are rehabilitative therapy and psychotherapy in treating any number of conditions.

9:35 - 9:55 am
Track 2, Salon G

IT Infrastructure/Support/Cloud Hosting



Florence, SC
www.hillsouth.com



Featured Presenter:

Robby Hill, President & CEO
robby@hillsouth.com
(843) 874-9010

2012 Revenue: \$3M

HillSouth Profile:

We offer managed services to the healthcare industry - focusing on practice needs and small rural hospitals – to manage their IT environments securely and offering all the products and services in a simple line card that they require to maintain mobility, stay compliant with HIPAA/HITECH and integrate their EMR or PM with various outside data sources. In 2012 we launched a healthcare focused datacenter that is plugged into South Carolina's largest and only healthcare fiber optic network (PSPN) and that network gives us access to INTERNET2 and connections across the country which poises us for future growth. In 2013 we expanded our healthcare datacenter offerings and brought online custom virtual desktops for the healthcare industry delivered securely within this private fiber network. We also built private Verizon bridges to securely connect our healthcare clients back to their data in our secure datacenter.

10:00 - 10:20 am
Track 2, Salon G

Mobile Health Data



Markham, Ontario
www.velomobilehealth.com



Featured Presenter:

Zakir Hussain, CEO
zak@velomobilehealth.com
(905) 470-6275

2012 Revenue: Start-Up

Velo Mobile Health, Inc Profile:

VMH has the world's only true 2-way secure messaging solution based on SMS technology for the health care sector which is fully integrated with an intelligent calendar and part of our comprehensive mhealth platform focused on developing countries. Our solution, which is engineered into the heart of the mobile eco-system, gives mobile carriers a vested stake in mhealth and is the only true comprehensive mhealth platform in the world today. VMH is at the nexus of telecommunications and mhealth incorporating mobile carriers as a key stakeholder with its focus on solving the issue of access, security, and privacy of mobile health data in developing countries.

10:25 - 10:45 am
Track 1, Salon E

Revenue Cycle Management



Waltham, MA

www.mdeverywhere.com



Featured Presenter:

Ann Bilyew, CEO

ann.bilyew@mdeverywhere.com

(631) 232-4260

2012 Revenue: \$15M

MDeverywhere Profile:

We increase a provider's revenue with a unique purpose-built revenue cycle management system combined with full claims processing capability. Our rules engines, real-time eligibility, unique patient payment system and billing systems drive up the revenue of a physician practice an average of 15%. Our system is fully cloud-based and compatible with all mobile platforms.

10:50 - 11:10 am
Track 1, Salon E

Regional Provider of Home Based Services



Wilsonville, OR

www.4signatureservice.com



Featured Presenter:

Bob Thomas, President

bthomas@4signatureservice.com

(503) 783-2473

2012 Revenue: \$30M

Signature Hospice, Home Health, and Home Care Profile:

We are an established regional provider of home based services that is affiliated with a larger Post Acute Care healthcare network Avamere Health Services. Avamere provides care in skilled nursing facilities, ALF and IL communities, memory care units, and has 5 ancillary companies including Home Health/Home Care, Hospice, Contract Rehab, Pharmacy, and Outpatient Physical Therapy. 20% of Signature's business is affiliated with Avamere patients. The other 80% comes through referrals from hospitals, SNFs, AL and IL facilities, memory care, physician's offices, insurance companies and the community. We are establishing relationships with a number of hospitals and insurance companies and have been chosen as preferred providers in some networks. We are piloting some unique models of care currently to further cause alignment with the health care community.

10:25 - 10:45 am
Track 2, Salon G

Triage Services

ANALYTE HEALTH

Chicago, IL

www.analytehealth.com



Featured Presenter:

Sridhar Murthy, CEO and President

sridhar.murthy@analytehealth.com

(312) 477-3010

2012 Revenue: \$9.2M

Analyte Health, Inc. Profile:

We provide the most convenient and efficient way for consumers who have an STD concern to receive STD diagnostic tests, with physician oversight, without having to visit a physician in-person. Patients answer medical questions on the web, mobile device or over the phone, and our physicians analyze the answers and write a prescription for diagnostic testing where the blood and urine samples can be provided at any one of 4000 locations nationwide with no appointment needed. Patients log in to a secure site to receive their test results and advice on whether they need follow-up care, and if so from what type of physician. Patients can pay out of pocket or using any form of health insurance. STD testing is estimated to be a \$2B per year market in the U.S. Analyte's service design is expandable into other medical conditions, such as diabetes, early-stage cancer detection and many others. Analyte will be expanding into other medical conditions in the next 12 - 18 months.

10:50 - 11:10 am
Track 2, Salon G

Neuropathy & Gait Analysis Devices

WalkJoy™

Long Beach, CA

www.walkjoy.com



Featured Presenter:

Blain Tomlinson, CEO

blain.t@walkjoy.com

(562) 714-5151

2012 Revenue: Start-Up

WalkJoy, Inc. Profile:

WalkJoy is a biofeedback device that re-establishes the sensorimotor loop by providing the patient a secondary signal to healthy nerves around the knee – telling the patient that their heel just struck the ground. Motor control does not have to be re-trained. The central nervous system incorporates the new signal and the motor system responds as if there is not loss of sensation in the foot--returning to its normal pattern of gait. The device is comfortably and discreetly worn just below the knee (on front of leg) and aids in effortlessly, painlessly and quickly restoring gait.

11:40 am - 12:00 pm **Web & Mobile Patient Wellness Solutions**
Track 1, Salon E



East Rockaway, NY
www.wellnesslayers.com



Featured Presenter:

Amir Kishon, PhD, CEO
amir@wellnesslayers.com
(646) 354-0656

2012 Revenue: \$4.2M

Wellness Layers Profile:

Wellness Layers provides the leading social platform for companies across health and wellness, helping national brands and care providers to create customized and integrated web and mobile patient engagement destinations. We combine personal health management applications, social interaction and content feeds in a meaningful way and across online and mobile platforms to encourage adoption and use of our clients' products and services to accelerate optimal health and patient engagement. The Wellness Layers mission is to provide the market with a comprehensive, enterprise-level, open platform for patient engagement. We have no direct competitors across markets, but compete with several out-of-box solutions within each one.

12:05 - 12:25 pm
Track 1, Salon E

Wellness/Weight Loss



Los Angeles, CA
www.fitorbit.com



Featured Presenter:

Nick Desai, CEO
nick@fitorbit.com
(424) 652-9650

2012 Revenue: \$1M

FitOrbit, Inc. Profile:

FitOrbit is the only nationwide provider of online weight loss and fitness coaching powered by real personal trainers. FitOrbit's uniquely effective approach is appealing to consumers and healthcare providers alike. FitOrbit's B-round was led by healthcare giant WellPoint, who is also a major customer. FitOrbit is now integrated with WellPoint's two largest billing systems and is now being sold in 4 states as part of WellPoint's insurance products. That kind of availability is unprecedented in consumer weight loss and fitness.

11:15 - 11:35 am
Track 2, Salon G

Dental IT/CRM



Seattle, WA

www.sesamecommunications.com



Featured Presenter:

Diana P. Friedman, President and CEO
diana@sesamecommunications.com

(206) 458-7738

2012 Revenue: \$15.3M

Sesame Communications Profile:

Sesame Communications is the leading provider of cloud-based patient communication systems for the dental industry with more than six million patients regularly communicating with providers via Sesame services. Sesame continues to build on its category leadership position by expanding its team and service offerings through extensive market research and industry needs assessment. Service mix include deployment and management of patient and practice portals, digital patient engagement and marketing platform, websites, social media, SEM, SEO and contest / Sweepstake software. An Inc. 500|5000 and Deloitte Technology Fast 500™ company, Sesame is recognized as one of the fastest growing technology companies in the United States. Sesame is also the proud recipient of numerous awards and accolades, including being a two-time winner of both the Pride Institute Best-of-Class and the 100 Fastest Growing Companies by Puget Sound Business Journal.

11:40 am - 12:00pm
Track 2, Salon G

Senior Care Personal Services



Greenwood Village, CO

www.homewatch-intl.com



Featured Presenter:

Jennifer Tucker, VP Marketing & Business Development

jtucker@homewatch-intl.com

(303) 953-6874

2012 Revenue: \$5.6M

Homewatch CareGivers International Profile:

Our competitive edge begins with our heritage and family-centric culture, and is complemented by our three decades of home care experience, professionally-developed Homewatch CareGivers University for caregiver training, ability to offer full services for all ages, and specialized care for dementia and other chronic conditions. Our Franchisees employ medically-knowledgeable, trained and tested caregivers to deliver person-centered care to individuals who are aging, recovering or rehabilitating and want to remain living in their homes. We are a support organization for our franchised home care locations, and continue to invest in our franchisees' success. In 2013, Franchise Business Review's annual franchisee satisfaction survey ranked us #12 among all franchise systems with 100-249 units, and #3 in the senior care category. In addition, we made FBR's Best of the Best Top 50 in 2013.

1:15 - 1:35 pm
Track 1, Salon E

Concierge Medicine



Richmond, VA
www.n1health.com



Featured Presenter:

Tom Blue, President/Founder
tblue@n1health.com
(804) 400-4953

2012 Revenue: \$1.3M

n1Health Profile:

n1Health is a national network of branded private (“concierge”) medical practices focused on delivering state-of-the-art, highly-personalized primary care while catering to the financial and personal needs of its physician partners. n1Health is the first firm in the industry to make active investments in creating concierge medical practices in partnership with its physicians and has built its consumer offering around the concept of “health asset management.” n1Health practices lead patient members to view and manage their health in the same quantitative, goal-oriented fashion with which they manage their finances.

1:40 - 2:00 pm
Track 1, Salon E

Bundled Payment Solutions



Darien, CT
www.remedypartners.com



Featured Presenter:

Dave Terry, COO
dterry@remedypartners.com
(617) 285-9246

2012 Revenue: Start-Up

Remedy Partners Profile:

Remedy Partners develops and manages bundled payments programs in partnership with hospitals, physician groups, health systems, skilled nursing facilities, and home health agencies. They also help payers, including Medicare, organize bundled payment programs to help manage costs and improve the quality of health care. Remedy Partners are currently developing and managing over 50 large bundled payment programs that employ proven strategies for coordinating the care patients receive during their episode of care. Remedy Partners’ focus is always to make health care easier for physicians to deliver, more responsive to patient needs and less expensive for everyone.

1:15 - 1:35 pm
Track 2, Salon G

Clinical Data Exchange Platform



Birmingham, AL

www.suturehealth.com



Featured Presenter:

Michael Blackstone, MD President/CEO

mblackstone@suturehealth.com

(205) 417-2400

2012 Revenue: \$63K

Suture Health, Inc. Profile:

As a web-based collaborative care platform, Suture Health is a conduit for the meaningful exchange of clinical data on a national level that drives better patient outcomes and improved profitability to its members. In its first phase as a medical document exchange and electronic signature network known as SutureSign, it has become healthcare's leading electronic signature solution in the home health and hospice sectors. Designed as a network that enables physicians to eSign documents from all providers via a single gateway, SutureSign is paving the way to becoming a national clearinghouse for medical document exchange. SutureSign expects to do for medical documents what SureScripts did for electronic prescriptions. SutureSign has had great success in winning physician support using a physician-guided approach that aggregates orders into a single place, captures signature-related revenue, and mimics familiar paper-based workflows.

1:40 - 2:00 pm
Track 2, Salon G

Vein Care/Radiology/Medical Spa



Chicago, IL

www.lhcg.com



Featured Presenter:

Aldo Ruffolo, DO, CEO

aruffolo@lhcg.com

(312) 320-8700

2012 Revenue: \$43M

Lakeland Healthcare Group Profile:

Lakeland Healthcare Group is committed to providing exceptional, innovative solutions for the patient, as well as their health care provider. All the Lakeland Healthcare service lines accomplish this by focusing on three main components to providing exceptional care: leadership, quality and resources. Capstone Radiology provides radiology leadership, resources and quality initiatives, to empower partner facilities to adapt to change and measurably improve quality, service expansion and reduce costs. At Bella Specialty Health, procedures are performed in a state-of-the-art suite by specialized surgeons, physicians and aesthetics professionals with years of experience in their field. Facilities are designed for maximum patient comfort in a spa-like setting. Lakeland Healthcare's goal is to change the way medical and aesthetic services are delivered through the healthcare system by using cutting edge technologies to improve quality and lower costs, as well as increase efficiency.

2:05 - 2:25 pm
Track 1, Salon E

Outsourced Imaging Services/IT



Louisville, KY
www.3drinc.com



Featured Presenter:

Robert L. Falk, MD, Founder and CMO
rfalk@3drinc.com
(502) 569-1025

2012 Revenue: \$2.25M

3DR Laboratories LLC Profile:

3DR Laboratories, LLC is the largest and most successful commercial advanced visualization lab in the United States. We provide our clients with 24/7/365 access to highly trained technologists and software for post processing of complex CT and MRI data sets. In so doing, we eliminate a costly and time consuming step in the prepping of these cases for interpretation by our clients' radiologists. We use 100% U.S.-based technologists in Louisville, KY. By outsourcing to 3DR, our customer hospitals and large health care organizations immediately see improved quality and consistency, improved workflow, enhanced revenue and elimination of capital costs. Our true value is not in hardware/software savings, but in efficiencies that hospitals gain through better utilization of their own staff for more profitable and productive tasks.

2:30 - 2:50 pm **Technology for Home-based Physical Therapy**
Track 1, Salon E



Somerville, MA
www.hometeamtherapy.com



Featured Presenter:

Tim Fu, CEO
tim@hometeamtherapy.com
(571) 357-4026

2012 Revenue: Start-Up

Home Team Therapy Profile:

Home Team Therapy uses online video and the Microsoft Kinect sensor to help patients exercise at home. We're taking a smarter approach to fitness, not just building another fitness app, but delivering solutions to injuries that cause pain, hinder mobility, and affect our users' daily lives. After evaluating a new patient, physicians and physical therapists use our service platform to prescribe customized exercise programs to their patients. When the patient gets home, she can follow along with our instructional videos, track her progress, and message her therapist if she has any questions. We're also developing a consumer application where our users can download workouts which treat old injuries and prevent new ones.

2:05 - 2:25 pm **Market Research & Medical Communications**
Track 2, Salon G



Featured Presenter:

Sugata Biswas, Managing Principal
sbiswas@cadenceresearch.com

(805) 214-1781

Thousand Oaks, CA
www.cadenceresearch.com

2012 Revenue: \$5M

Cadence Research & Consulting Profile:

Although we are a service organization, our unique position is based on the combination of services we provide: market research, medical communications, and consulting. Having three distinct but related services under one roof allows for the following: 1) Potential synergies in understanding markets and therapeutic areas, and developing relationships with providers. 2) Multiple points of entry into a single client. 3) Cross-divisional BD opportunities. 4) Potential hybrid methodologies that would be difficult to combine otherwise.

2:30 - 2:50 pm
Track 2, Salon G

Discharge Decision Support System



Featured Presenter:

Matt Ruth, COO

king@rightcaresolutions.com

(215) 660-3436

Horsham, PA
www.rightcaresolutions.com

2012 Revenue: Start-Up

RightCare Solutions Profile:

RightCare Solutions believes that evidence-based technology can empower nurses, discharge planners, and case managers to revolutionize the care transition process. With our proprietary Discharge Decision Support System, D2S2, hospitals, insurers, and homecare agencies improve the quality of care for patients while alleviating the devastating toll that 30-day readmissions exact on the healthcare system. Based on a decade of research conducted at the University of Pennsylvania School of Nursing, the D2S2 platform enables continuous point-of-care decision support, optimizes workflow, and automates post-acute care transitions.

2:55 - 3:15 pm
Track 1, Salon E

Pain Management



Scottsdale, AZ

www.regenesibio.com

2012 Revenue: \$17M

RegenesiS Biomedical Profile:

Provant Therapy System is FDA-cleared for treatment of postoperative pain and edema, and is based on proprietary pulsed radiofrequency energy (PRFE). Provant helps tissue move through, and out of, inflammation by mediating key regulators of pain and edema. Provant is a durable medical device, with reusable and disposable components. It addresses well-defined and unanswered needs in the pain relief and tissue regeneration market segments.



Featured Presenter:

Scott Brooks - President/CEO

sbrooks@regenesibio.com

(877) 970-4970

3:20 - 3:40 pm
Track 1, Salon E

Mobile Messaging



San Diego, CA

www.santechhealth.com

2012 Revenue: \$415K

Santech, Inc. Profile:

Santech's core technology is an expert mobile messaging platform that integrates data from web assessments and mobile devices to support tailored, personalized, interactive, convenient and cost-effective behavioral interventions. Messages can be delivered through SMS, secure mobile app, email or IVR. Santech's content and applications include – Adherence: medications, outpatient therapy, immunizations, appointments – Prevention and Wellness: obesity, smoking cessation, hypertension/stress, screenings/tests – Chronic Care: Diabetes, Cardiac Rehabilitation. Santech is differentiated through its behavioral change expertise, expert system algorithms, integration capabilities, flexible configuration, and multi-modal messaging delivery.



Featured Presenter:

John Fessler, CEO

jfessler@santechhealth.com

(858) 228-5578

3:20 - 3:40 pm
Track 2, Salon G

Skilled Care/Physician Services/Health IT



Timonium, MD
www.mahcltc.com



Featured Presenter:

Scott Rifkin, MD
Managing Partner, CEO
scottrifkinmd@gmail.com
(410) 308-2300

2012 Revenue: \$220M

Mid-Atlantic Health Care Profile:

We are the first LTC provider to successfully build a platform to harvest the opportunity presented in the ACA. Our base LTC business (14 facilities and 2300 beds) is solidly profitable and growing aggressively. Our Government contracting entity has successfully been awarded a Type 3 Bundled Payment program by CMS and is completing a similar agreement with the unique Maryland rate setting commission under Maryland's Medicare Waiver program. To support these endeavors we have built a physician services company that provides 40 physicians to 60+ skilled facilities dominating the Maryland suburbs of Baltimore and Washington DC. We have also built a unique data mining software product that allows us to intervene before patients become ill allowing us to drop our re-admission rates from 24% to <12%. We recently won McKnight Magazine's Silver Innovation Award.

3:45 - 4:05 pm
Track 2, Salon G

Medical Credentialing



Scottsdale, AZ
www.intellisoftgroup.com



Featured Presenter:

Mike Melville, CEO
mmelville@intellisoftgroup.com
(888) 634-4464

2012 Revenue: Private

Intellisoft Profile:

IntelliSoft Group is committed to being the recognized leader in the greater community of medical credentialing, and the answer to solving the many challenges faced by this community. Through their ability to provide the best possible solutions, they intend to inspire confidence in their customers, maintain a consistent level of profitable growth for their shareholders, and become an indispensable component in the overall goal of increasing the quality of patient care everywhere. Products include: IntelliCred credentialing software suite; IntelliApp that automates the credentialing application process, and IntelliContract, a full-featured contract management software system.

3:45 - 4:05 pm
Track 1, Salon E

Web-based Wellness Programs



Raleigh, NC
www.inrfood.com



Featured Presenter:

Keval Mehta, President & CEO
kmehta@inrfood.com
(541) 731-0834

2012 Revenue: Start-Up

INRFOOD, Inc. Profile:

INRFood aims to answer what nutrients do people need and how do they get them to be healthy. Our 3 main differentiation points are: 1) Personalization – one platform that morphs itself to the specific dietary requirements of each user; 2) Ingredients based – society and our competitors analyze nutrition based on nutrition facts (calories, fat, etc.), we look at ingredients first and then nutrition facts through a proprietary set of databases we have built and accompanied through some custom algorithms; 3) Visualization – graphical representation of data in layman terms. Wearable technology companies as well as retail grocery chains interested in licensing the databases/algorithms/white-labelled product.

4:35 - 4:55 pm **Property Valuation/Development/Rehab Care**
Track 1, Salon E



Chesterfield, MO
www.tellatin.com



Featured Presenter:

James K. Tellatin, Principal
jim@tellatin.com
(636) 534-6919

2012 Revenue: Sante: \$50M -- Tellatin \$4.0M

Tellatin, Short & Hansen, Inc. & Sante Partners Profile:

We are unique in that we have bridged three companies, (1) a healthcare property valuation firm with nearly 30 years of experience, (2) a property development company (Sante Partners), and (3) a transitional rehabilitation care company with a cluster of five recently developed, state-of-the-art transitional rehabilitation care facilities and a home healthcare agency in the fast-growing Arizona market.

4:10 - 4:30 pm
Track 2, Salon G

IT - Online Bill & Benefit Auditing



Portland, OR
www.copatient.com



Featured Presenter:

Rebecca Palm, Co-Founder
rpalm@copatient.com
(888) 702-2330

2012 Revenue: Start-Up

CoPatient Profile:

CoPatient operates an online platform where healthcare consumers (or their caregivers) can upload their insurance benefits and medical bills and connect with a medical billing expert who provides a free audit of those bills. The audit aggregates the patient's total debt, uncovers any errors or overcharges, and determines whether the outstanding balances can be appealed. CoPatient's pricing starts with a free audit to encourage individuals to share their medical bills and then appeals the debt on contingency, earning 30% of the amount of money saved. We do not employ the medical billing experts but rather tap into an extensive network of former medical coders, billing office staff, nurses and others with specialized knowledge. Our network of advocates finds errors or overcharges in the majority of bills reviewed, saving consumers over 40% of their outstanding debt.

4:35 - 4:55 pm
Track 2, Salon G

Medical Fundraising Platform



Chicago, IL
www.giveforward.com



Featured Presenter:

Desiree Vargas Wrigley
CEO & Co-Founder
desiree@giveforward.com
(312) 322-1200

2012 Revenue: \$1.4M

GiveForward Profile:

GiveForward is the number one medical fundraising platform in the world. To date, we have helped friends and family provide nearly \$60 million to help cover out-of-pocket expenses associated with cancer, transplants, and long-term disease.

5:00 - 5:20 pm
Track 1, Salon E

Healthcare Security



N Chesterfield, VA
www.securehim.com



Featured Presenter:

Mike Meikle, Partner
mmeikle@securehim.com
(804) 647-7022

2012 Revenue: Start-Up

SecureHIM Profile:

The delivery of effective security and technology education in healthcare has been terrible. SecureHIM and its education model is the solution to this issue. Our highly engaging, visual and interactive style of instruction has been proven successful across a wide sample of healthcare audiences, from webinars for HIMSS to large-scale conferences at ADAM (Association of Dermatological Administrators and Managers). SecureHIM also provides a phased approach to HIPAA Security Rule compliance. We guide our clients through a step-by-step process that addresses their outstanding risk with tailored solutions and a comprehensible compliance framework that takes the uncertainty out of the HIPAA Security Rule. We apply our educational model (engaging, visual, interactive) to ensure our customers understand and buy into the solutions we are custom developing for their practice.

5:50 - 6:10 pm
Track 1, Salon E

Benefits Management



Franklin, TN
www.medsolutions.com



Featured Presenter:

Gino Tenace, Chief Strategy Officer
gino.tenace@medsolutions.com
(615) 468-4388

2012 Revenue: \$858M

MedSolutions Profile:

MedSolutions began in 1992 as an owner/operator of diagnostic imaging centers, but quickly saw an increasing need in the managed care industry for intensely focused radiology benefits management. In 1997, we sold our diagnostic imaging centers and MedSolutions set out to focus solely on managing the cost of imaging and helped pioneer the new industry of radiology benefits management. We soon established ourselves as the industry leader, helping healthcare payers control the soaring costs in radiology. MedSolutions has expanded its product line to other areas of medical cost containment becoming a leading specialty benefit management company.

5:25 - 5:45 pm
Track 2, Salon G

Medical Group Management



Cincinnati, OH
www.medisync.com



Featured Presenter:

Bob Matthews, President & CEO
bobmatthews@medisync.com
(513) 533-6006

2012 Revenue: \$13M+

MediSync Profile:

Significant expertise in medical group performance improvement. We actually manage (we don't own, we manage them) multiple medical groups. We have invested in Six Sigma and Lean expertise and we've developed innovative ways to improve medical group performance in both their basic operations and their ability to provide higher quality care.

5:50 - 6:10 pm
Track 2, Salon G

Developmentally Disabled Care



Fort Washington, PA
www.ellisonnursinggroup.com



Featured Presenter:

Lauren Ellison, RN CEO
Lauren.Ellison@EllisonNursingGroup.com
(267) 513-1995

2012 Revenue: \$7.6M

The Ellison Nursing Group, LLC Profile:

The Ellison Nursing Group, LLC specializes in the extraordinary care of individuals with Intellectual Disabilities. The company has one focus, the care of citizens with Special Needs, such as Autism, Mental Retardation, Down's Syndrome and many other intellectual disabilities. We assimilate these citizens into the community and increase their quality of life on a daily basis. We also provide out of home boutique style Respite Care.

Chiro One Wellness Centers

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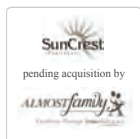
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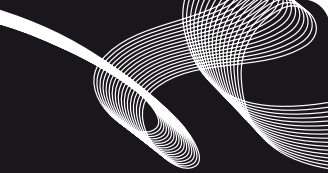
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