

July, 2011

NOVA NET EXPANSION

SPECIAL POINTS OF INTEREST:

- NovaNet expansion
- NovaNet helps providers and members with Rx card
- Provider spotlight on Covenant Health

In order to better serve an ever-growing and expanding client base, NovaNet is adding more providers to its Workers Compensation and Auto Insurance networks in Georgia, Alabama, and northern Florida. This expansion will consist of adding physicians, hospitals and ancillary providers, many of which will be added from NovaNet's existing panels of contracted providers in its Group Health network. The NovaNet Group Health network is one of the largest in coverage for Georgia, Alabama and northern Florida, as well as Tennessee. Additionally, this expansion will include new Auto Insurance providers to complement the existing Group Health and Workers Compensation networks in Tennessee.

Lisa Raymaker, VP of Network Operations, stated, "This will give NovaNet a unique position in being able to offer full healthcare plan coverage regardless of the payor classification for beneficiaries residing in our service area." She further added, "NovaNet has worked with many of these providers for over 15 years, not only in Commercial Group Health services but also in Medicare and Medicaid network panels for Carrier clients."

The addition of providers contracted for these disciplines also complements NovaNet's expansion in 2009 and 2010 of its Group Health Wrap network coverage. The company's objective is to offer the best coverage and rates of reimbursement to its multi-faceted client base. While the company will likely never be all solutions to all clients, it intends to cover the full gamut of direct healthcare access to services needed by employers and carriers in its core service areas.

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In 2004, NovaNet began to deliver a Dental PPO network solution for self-funded dental plans. Today, NovaNet offers three dental network solutions on a national basis, providing coverage for over 1.5 Million dental plan members. States John Folks, VP of Client Development, "The same opportunities we saw in Dental PPO access, we see in Workers Comp and Auto Insurance coverage in our core states." Furthermore, "We do not see any one company addressing comprehensive solutions to these areas of opportunities for these different payor types in the market."

NovaNet anticipates the expansion to take a fairly short amount of time given the company's position to leverage off of its long-standing relationships with its providers.



Raising Expectations

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NOVANET HELPS PROVIDERS AND MEMBERS WITH RX CARD

NovaNet is working with its provider community to assist patients who do not have prescription drug coverage by giving providers a discount card that their patients can use to fill their prescriptions. This “Rx Saver Card” is supplied at no cost to the provider or the member and can be used by everyone, not just those who access NovaNet’s network.

This program helps NovaNet’s providers by enabling them to assist their patients in getting their prescribed medications at a lower cost and helps to ensure that the patients will fill and use their prescriptions.

And, of course, the patient is able to follow their physician’s orders with less out-of-pocket cost. The card can also be used for those prescriptions not on formulary to receive a discount for insured patients.

This outreach effort serves to further enhance NovaNet’s relationships with its network providers and helps the community at large as well.

If you would like more information about this program, please contact Robert Loew by email at rloew@novanetppo.com or by telephone at (800) 513-7177, ext. 257.

PROVIDER SPOTLIGHT: COVENANT HEALTH

NovaNet takes pride in its ability to present clients with a comprehensive network that offers great discounts, and, therefore, puts great effort into contracting with the highest quality providers in every region. Covenant Health, based out of Knoxville, Tennessee, is an integral component of NovaNet’s group health and workers’ compensation networks in East Tennessee.

For several years Covenant Health has been named among the top 100 integrated health systems in the country by SDI, a national healthcare information and data analysis organization. In 2011, Covenant ranked #37, demonstrating its exceptional performance in clinical quality, access to services, information technology, financial stability, physicians and leadership.

Established in 1996 by the consolidation of Fort Sanders Health System and MMC Healthcare System in Oak Ridge, Covenant is governed by a voluntary board of directors made up of community leaders and medical professionals. Covenant Health includes seven acute care hospitals in East Tennessee.

In addition to Covenant’s hospitals, the system includes a number of member organizations with a wide range of specialties. These include but are not limited to the Patricia Neal Rehabilitation Center, Thompson Cancer Survival Center, Fort Sanders West Diagnostic Center, Covenant Medical Management, and Covenant Home Care. With over 1,000 affiliated physicians, Covenant is delivering quality care to thousands of patients throughout East Tennessee.

NovaNet’s partnership with Covenant in East Tennessee allows its clients to access this comprehensive system for both group health and workers’ compensation business. NovaNet’s contracts contain competitive discounts, while members get the convenience of many highly qualified points of service within the same system. “Covenant Health’s relationship with NovaNet has been a vital part of NovaNet’s efforts toward improving access to quality healthcare for the residents and employers in East Tennessee,” states Richard Morgan, President and CEO of NovaNet.

To find out how your organization can utilize the NovaNet network in Tennessee, please call Jordan Morgan at 770-729-1997, ext 219.



Raising Expectations


Network Coverage with a Different Perspective

About NovaNet

NovaNet was founded in 1994 to participate in the rapid evolution of healthcare moving from traditional fee-for-service to a managed care environment.

NovaNet recognized a void in the way managed care was being delivered to the consumer. Unlike other networks, NovaNet is a privately held corporation not owned by physicians, hospitals or insurance carriers. The company is led by a team of professionals who have a cumulative total of over 60 years experience in the delivery of healthcare products and services. Our team is committed to providing the best delivery system throughout our areas of service.

NovaNet's mission is to provide an innovative healthcare delivery system to benefit and better fit the needs of today's employers and providers.

NovaNet is a national PPO that provides comprehensive coverage in 50 states and represents over 1,000,000 physician locations and more than 5,000 acute care, rehabilitation and behavioral health facilities. The national network is made up of NovaNet's proprietary networks in Alabama, Georgia, Northern Florida and Tennessee, as well as NovaNet's Affiliate Network, which is comprised of the strongest state and regional networks in their respective service areas. Our clients benefit from a single source for local, regional and national PPO network access.

We're on the Web!
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