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### **VisionShare Inc. and Foresight Corp. Partner to Introduce New System for Healthcare Payers**

Total OnBoarding™ is the industry's first end-to-end online system for establishing relationships between claims submitters and their payers

MINNEAPOLIS, MN September 8, 2008 – Minneapolis-based VisionShare® Inc. and Foresight Corporation of Columbus, OH have announced a strategic partnership to develop, produce and market groundbreaking online self-service tools for healthcare claims submitters and insurance payers including Medicare contractors.

The collaboration grew out of an increasing market demand from the healthcare payer community to introduce automation and operational efficiencies to the process of registering – or onboarding – new healthcare providers and/or claims submitters.

The joint offering is Total OnBoarding™, an automated, online self-service system that effectively guides healthcare claims submitters through the process of registration, identity verification, testing and establishing a direct, secure connection to a payer for processing claims and other electronic transactions. Total OnBoarding™ brings all the steps necessary for a healthcare submitter to establish a relationship with an insurance payer to an online format - significantly improving workflow and reducing the number of paper forms required today. Until now, these steps have been largely accomplished through paper forms and manual testing, both time-consuming and labor-intensive processes.

VisionShare provides a secure platform for connectivity and automated information exchange and Foresight offers comprehensive testing capabilities and unique understanding of the regulations and compliance guidelines for individual contractors and payers. Individually, both companies provide best-in-class solutions to their customers. Together, they represent a single source that can deliver a Total OnBoarding™ as an end-to-end system.

Total OnBoarding™ will help payers and submitters stay in compliance with Medicare rules and regulations with minimal disruption. For example, Total OnBoarding™ will

help address one of the most important changes in decades, by allowing healthcare industry payers and submitters to seamlessly transition through the migration from 4010A1 to the new 5010 mandated format slated for March of 2010.

“The collaboration with our payer customers that grew out of the original HIPAA 4010 mandate yielded powerful success for these organizations,” explains Douglas Spence, Executive Vice President for Foresight. “Foresight was able to apply this experience to the development of a new and better approach to 5010, and is now bringing 5010 solutions to market as the requirements unfold. This timing of 5010 makes Total OnBoarding™ even more valuable, addressing the intersection where one of the most complex business challenges to face healthcare, meets the most challenging mandate on the horizon. It’s an exciting opportunity.”

According to VisionShare president and CEO John Feikema, Total OnBoarding™ saves time and money by enabling payers to move more claims into production faster.

“This technology was driven by those who want to adopt it. In fact, with one our of initial Total OnBoarding™ customers, we’re incorporating their branding into the application so that it’s familiar to their submitters. And, we expect that this system will not only improve their workflow and testing efficiency, but will reduce their number of paper forms from twenty-six, to just two, said Feikema. “We understand the challenges payers face in today’s constantly changing and highly competitive environment. We’ve had a great response from payers who have previewed this system.”

VisionShare and Foresight will introduce the new system at the National Plan Automation Group (NPAG) conference in Lake Placid, New York next week - offering exclusive previews of Total OnBoarding™. Private demonstrations may be scheduled by calling 612.460.4360.

## **About VisionShare**

*VisionShare*®, Inc., Minneapolis, Minnesota, is a leading provider of high-speed, low-cost data communication services for healthcare organizations. *VisionShare* has cost-effective solutions for healthcare facilities of all sizes that enable safe, high-speed connections to multiple payers over the Internet.

The company’s Secure Exchange Software is setting new standards for secure healthcare information exchange, using military-grade encryption that is CMS approved, HIPAA compliant and CAQH CORE certified. Today over 5000 healthcare facilities nationwide rely on *VisionShare* for easy, reliable and secure access to Medicare. Visit [www.visionshareinc.com](http://www.visionshareinc.com) for more information.

## **About Foresight Corporation**

Foresight is driven by a passion for co-creation, working hand-in-hand with customers to solve today's issues and anticipate tomorrow's challenges. Foresight learns a customer's business goals in detail, then works closely to deliver exactly-right solutions. Years of both business and technical experience power a dynamic approach that is unique; the body of knowledge accumulated from working with industry leaders ensures Foresight develops business solutions that are intuitive to the business processes—and the people—they're designed to support.

The Transaction Insight platform is used by leading healthcare payers and BCBS plans nationwide to provide insight into business operations while shortening revenue cycles, reducing administrative costs, and improving provider relations. For almost 20 years, Foresight has helped customers build standards-compliant networks, address mandates like HIPAA and NPI, connect partners, validate transactions, and secure operational efficiencies. For more information, visit [www.ForesightCorp.com](http://www.ForesightCorp.com) or call 1.888.500.0800.

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