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For More Information
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**Excel Health Announces Availability of Q2 2017 Post-Acute Care
Utilization and Performance Data**

*Data reveals a 5+% growth in hospice utilization and gives Excel Health customers
first-mover advantages to outperform the industry*

November 16, 2017 – Atlanta, GA   Excel Health, the healthcare industry's only source for current and complete physician and institutional utilization data, announced today the availability of data representing post-acute care activity occurring between April 1 – June 30, 2017. The data reveals a 5.6% increase in hospice utilization over the second quarter of 2016 and an average 5% growth in the latest four quarters over the previous four quarters. Home health utilization experienced a slight decline this quarter when compared to Q2 2016 and the previous four quarters. By equipping post-acute care providers with these timely, detailed insights into 100% of inpatient and outpatient claims data, Excel Health helps its customers improve referral relationships and outperform their competition.

Since its launch, Excel Health has continued to expand its service offerings to help post-acute care providers gain insights never before thought possible. Unlike other market intelligence providers who only deliver Medicare Part A institutional data that represents 33% of post-acute claims, Excel Health delivers 100% of all Medicare Part A and B data, which includes outpatient services, physicians, preventative care, labs, mental health, home health and more. This complete set of data helps organizations more accurately identify referral patterns and new opportunities to grow their entire referral networks profitably.

Customers can also access unique quality performance metrics, such as hospital readmission rates by diagnostic category and patient acuity, and patient mortality rates, to help identify areas where they outperform their competition. This fact-based information can then be used to build trusted relationships with referral partners, who can see the positive impact the right home health partner can have on their quality scores and payment programs. And because Excel Health is the only provider to deliver utilization data within 120 days of CMS closing its quarter, customers are able to quickly respond to changing market conditions.

"Many agencies still depend on incomplete, out-of-date and sometimes misleading information to understand referral patterns and build relationships with their referral partners," said Ian Juliano, CEO of Excel Health. "Leading home health agencies and hospice organizations understand the importance of having access to timely data that can be easily consumed by their sales, marketing and business development teams through a dynamic interface, instead of cumbersome files that require deep expertise in manipulating spreadsheets."

Home health agencies and hospice organizations of all sizes leverage the unique and timely insights Excel Health affords. For example, Silverado, a large post-acute care provider with hospice services in four states, recently adopted Excel Health and was able to use the data to drive double-digit growth in its market share over this same period last year.

According to Kevin Gunter, Senior Vice President Hospice Operations at Silverado, "The visibility our representatives have since we adopted Excel Health is nothing short of amazing. By equipping our teams with fact-based performance data from the system, we have transformed our sales representatives into trusted advisors that our referral partners can depend on. Our business is not only experiencing significant increase in patient admits, but we are bypassing our competitors and gaining market share. This data has become an integral part of our growth strategy for the future."

Providing unprecedented access to the most recent data derived from the CMS Chronic Conditions Data Warehouse (CCW), Excel Health gives its customers instant access to detailed referral and performance data to optimize referral relationships and expand revenue opportunities. With more than 1.25 billion claims annually, Excel delivers the most complete picture of utilization and performance across all care settings. Providers are able to analyze specific details about their market share against their competitors and know exactly where they

stand with their referral partners. They are also able to present fact-based performance data that helps quantify the advantages their expertise can bring to value-based contracts.

To learn more about how your agency can use Excel Health to outperform your competition, visit www.excelhealthgroup.com and speak with one of our data experts or sign up for a free trial.

About Excel Health

Excel Health enables healthcare providers to thrive in the new paradigm of value-based care. With access to complete Medicare Part A and Part B data, only 90 days old, (over 1.25 billion claims annually), Excel Health has put the most current, comprehensive, and robust medical databases in the world at your fingertips in our easy to use Home Health and Hospice portals. Our goal is for care networks to be constructed and providers selected based on care efficacy (superior outcomes) and care efficiency (reduced utilization). The potential of our suite of on-demand, cloud-based data solutions to profoundly impact healthcare and patient lives is immediately evident in client success stories. For more information, please visit: http://www.excelhealthgroup.com or to see a demonstration email us at sales@excelhealthgroup.com.