

For Immediate Release

## **VisionShare<sup>®</sup> Inc. Features Latest Advancements of Total OnBoarding<sup>™</sup> System at WEDI Conference**

*Healthcare payers benefit from sleek, automated migration to new 5010 format*

MINNEAPOLIS, MN April 15, 2009 – With a mutual focus on the vital importance of new HIPAA 5010 compliance, Minneapolis-based VisionShare<sup>®</sup> Inc. and Dublin, Ohio-based Foresight Corporation will be participating in the 2009 Workgroup for Electronic Data Interchange (WEDI) National Conference, providing virtual tours of its groundbreaking online self-service system for healthcare payers and Medicare contractors.

Total OnBoarding<sup>™</sup> addresses one of the most important changes in years by giving healthcare payers, Medicare contractors and submitters a system to automate the migration to the new 5010 mandated format by the deadline of January 1, 2012. The 2009 WEDI National Conference has been designed to provide an in-depth understanding of the latest Health Insurance Portability and Accountability Act (HIPAA) 5010 and ICD-10 timelines and rule changes.

Total OnBoarding<sup>™</sup> is the industry's only end-to-end system for building an authenticated trading community and helps payers and contractors overcome a key compliance testing hurdle in support of the Centers for Medicare and Medicaid Services' plans for adoption of the new 5010 standard. Total OnBoarding seamlessly integrates industry-leading connectivity and authentication services from VisionShare with Foresight's proven trading partner self-testing service. The first of its kind, the automated, online system effectively guides healthcare submitters through the process of registration, identity verification, testing and establishing a direct, secure connection to a payer for processing claims and other HIPAA transactions.

Noridian Administrative Services (NAS), a Medicare Contractor and subsidiary of BCBS-ND in Fargo, is excited about its recent deployment of Total OnBoarding<sup>™</sup>. "Total OnBoarding<sup>™</sup> will enable our trading partners to utilize this automated, self-service system to register and certify their transactions for our production environment while reducing our overall costs related to registration, authentication, and enrollment with NAS," said Doug Stack, NAS EDI Manager.

According to VisionShare President and CEO John Feikema, Total OnBoarding<sup>™</sup> saves time and money by enabling payers to move more claims and the other HIPAA transactions into production faster. "Payers went through a great deal of pain during the 4010 transition. We took those challenges into consideration when rolling out Total OnBoarding<sup>™</sup>. The level of automation, along with the system's ability to provide feedback and correction flags will clearly mitigate any lost time and dollars typically associated with this type of mandated change", said Feikema. "In addition to being a simple, cost-effective solution for ensuring compliance to the emerging 5010 and ICD-10 standards, Total OnBoarding<sup>™</sup> was built with the capacity to support the migration of thousands of providers to a new payer as a result of industry changes, including Medicare Contracting Reform."

While other technologies address specific components of the claims process, Total OnBoarding<sup>™</sup> brings all the steps together for a healthcare submitter to establish a relationship with a Medicare contractor or a health plan payer to an online format - significantly improving workflow and reducing the number of paper forms required today. Until recently, these steps have been largely accomplished through paper forms and manual testing, both time-consuming and labor-intensive processes.

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Total OnBoarding™, a collaboration between e-Health technology leaders VisionShare®, Inc., and Foresight Corporation, was designed to adapt to industry conditions and help payers manage mandated compliance and regulation changes with minimal disruption. “Payers recall the HIPAA compliance effort of 2001-2003”, noted Doug Spence, Executive Vice President for Foresight. “Foresight and VisionShare have collaborated to integrate the lessons learned from that experience into Total OnBoarding™. We’re enabling payers to automate the 5010 compliance certification and leverage the 2003-era investments they have already made in companion guides and other business and pre-adjudication edits to affect their 5010 plans cost-effectively.”

**WHAT: Total OnBoarding™ Virtual Tours at the 2009 Workgroup for Electronic Data Interchange (WEDI) National Conference**

**WHEN: April 20 - April 23, 2009**

**WHERE: Renaissance Waverly Hotel, 2450 Galleria Parkway, Atlanta, GA 30339**

VisionShare will be hosting virtual tours of Total OnBoarding™ at the national WEDI conference next week. Private demonstration tours may be scheduled by calling 612.460.4360 or e-mailing [pam.bednar@visionshareinc.com](mailto:pam.bednar@visionshareinc.com). For more information, visit [www.totalonboarding.com](http://www.totalonboarding.com).

**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, reliable, 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 the VisionShare secure, national network connects thousands of healthcare facilities to Medicare Contractors, the Centers for Medicare and Medicaid (CMS), many of the BlueCross-BlueShield plans, some Medicaid contractors and government agencies. Visit [www.visionshareinc.com](http://www.visionshareinc.com) for more information.

**About Foresight Corporation**

Now entering its 20<sup>th</sup> year of business, Foresight Corporation has helped customers build standards-compliant networks, address mandates like HIPAA 5010, connect partners, validate transactions and secure operational efficiencies. Foresight’s flagship Transaction Insight automation platform is used by leading healthcare payers and BCBS plans nationwide to provide visibility into business operations while shortening revenue cycles, reducing administrative costs and improving provider relations.

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. Visit [www.ForesightCorp.com](http://www.ForesightCorp.com), or call 888-500-0800.

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