

Zelis Healthcare Making Strides in Illinois



Zelis Healthcare is a healthcare information technology company and market-leading provider of integrated healthcare cost management and payments solutions.



Tina Ellex, Division President of Zelis (right) with Make a Wish Foundation, one of the Zelis charities



*Elizabeth Kerr
Vice President of
Strategic Relationships
Zelis Healthcare*

HFN, LLC was founded in 1985 as an Illinois-based, independent managed care provider network covering Illinois and contiguous areas of the surrounding states. The company has grown into one of the midwest's leading Preferred Provider Organizations (PPO), offering both standard and innovative health care and comprehensive program management solutions for employers, third party administrators, and mid-range insurance companies.

Their managed network product lines include Group Health, Workers Compensation, Auto and Disability. HFN was one of the first networks to be licensed and approved as a Workers Compensation Preferred Provider Program (WC PPP), the network vehicle that allows employers to direct care for Workers Compensation injuries in Illinois.

In 2014, HFN partnered with Stratose as their initial step to both expand the service area through integration with other regional networks and to broaden the products and services for their clients. In 2016 through additional mergers, HFN became part of the rebranded company, Zelis Healthcare.

Zelis Healthcare is a healthcare information technology company and market-leading provider of integrated healthcare cost management and payments solutions. Offerings include network analytics and design, network access and cost management, claims cost management and electronic payments to payers, healthcare providers and consumers in the medical, dental, and workers' compensation markets nationwide.

Elizabeth Kerr is Vice President of Strategic Relationships with Zelis Healthcare. "As part of the Cost Management Division of Zelis Healthcare, I am responsible for establishing and executing provider contracting and relationship strategies in the Midwest region for all products lines including Group Health and Workers Compensation programs. My team and I work with Sales, Account Management and Product Development to build provider networks for appropriate and optimized access and solutions to meet client savings goals."

She continues "I always wanted to be in the healthcare field because everyone needs it. With all the changes in healthcare financing and delivery, alignments, and mergers, this is an excellent time to be in the

healthcare space to help companies with one of their largest and critical line items, health care cost management. We can offer the full range of services from primary network configurations to negotiations and electronic funds transfer. Business is good, but we always have room to grow."

According to the 2016 National Health Expenditure report by the CMS Office of the Actuary, healthcare expenditures in 2016 reached \$3.3 Trillion (1). Despite that huge number, these expenditures continue to grow. It is the goal at Zelis Healthcare to help minimize healthcare costs for their clients.

Zelis is a fast paced and growing company. They have grown both organically and through acquisitions. Recent additions include: Strenuus, the leading company for healthcare data mining, provider demographics and analytics; Maverest dental network, expanding their dental network reach by 33,000 providers; and Ethicare, providing high-dollar

claim review with expertise servicing stop-loss and reinsurance carriers. Their roots remain in the provision of access for core health care services. They continue to add vertically to impact all facets of health care cost management, payments and revenue cycle management.



Doug Klinger, President/CEO of Zelis Healthcare (left) at the United Health Care Children's Foundation Century Ride in 2017