

# WAY 18

## Workers' Compensation is More Profitable and Easier Than You Think

ServRx™ specializes in workers' compensation pharmacy claims management, offering customized contracts with the most flexible and competitive payment terms in the industry. ServRx™ gives your pharmacies the opportunity to minimize bad debt and short pays as well as improve cash flow.

**President & CEO:** Todd Delano  
**Chairman & Chief Medical Officer:** Randall S. Prust, MD  
 Founded: 2008  
 Stock Symbol: Privately Held  
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### Company Background

ServRx™ was founded by veterans of the pharmacy claims processing industry. Our executive team has collectively overseen processing in excess of \$3 billion in workers' compensation and commercial prescription claims over the last decade. We have experience working with many different types of clients including independent pharmacies, compounding pharmacies and regional chains. Since its inception in 2008, ServRx™ has expanded significantly, processing claims with thousands of payors throughout the country. While the company continues to grow, our mission remains the same: ServRx™ works closely with each client to develop solutions that maximize the revenue cycle and improve access to medications for injured workers nationwide.

### Service Overview

ServRx™ is a leading electronic prescription claims processing and management company. We partner with pharmacies to develop customized electronic solutions that are designed to accelerate the revenue cycle. Many claims processing companies rely on antiquated technology and IT infrastructure. ServRx™ uses the most sophisticated IT systems in the industry, allowing our clients to benefit from real-time adjudication.

### ServRx™ Customized Solutions Offer Many Benefits to Clients:

#### ■ Cash Flow

- Increased revenue and profits.
- Decrease non-compensable claims volume.
- Minimize risk, short pays and losses.
- Decrease staff costs.

#### ■ Work Flow

- Implement patient and payor specific clinical edits.
- Customer Care Center
- No co-pays or out-of-pocket costs for your patients.
- Real-time online claims adjudication.
- Fast and free pharmacy setup with ServRx™ BIN.

### Diversification is Key

PBMs continue to put downward pressure on reimbursements for independent pharmacies, especially in the Compounding segment. In the past, pharmacy owners have either contracted with third party billers that stifle workflow and allow claims to be heavily discounted by PBMs; others have limited their Workers' Compensation volume, or even decided not to take it at all. In the face of a changing and increasingly hostile payor environment, both within workers' compensation and beyond, you owe it to your business to talk to ServRx™ today about maximizing your opportunity in workers' compensation.

### Testimonials

*"Our compounding pharmacies stayed away from work comp for years not wanting or needing to deal with the hassle. But with reimbursements constantly threatened, last year we started working with ServRx to manage work comp claims. ServRx has provided an incredible boost to our bottom line. We're tapping into a totally new revenue stream, and in work comp there is never a patient co-pay to collect."*

— Gary Rees, Pharmacy Owner

*"Our pharmacy operations have been greatly improved by the addition of ServRx. Collections are always a big headache for our staff but ServRx has taken that load, increased our workers' compensation collection rates from 65% to 90% and made life a lot easier around the old "pharm." The folks at ServRx are super nice, very knowledgeable and have the perfect skill set to get the job done. We recommend them as an A+++ company with whom to engage."*

— Tim Hayes, RPh, Hayes Pharmacy