



**FOR IMMEDIATE RELEASE**

***Press Release***

**Broadspire® Adds ForeSIGHT™ Medical to Its Cost Containment Line-up**

**ATLANTA (November 18, 2014)** — Broadspire has selected ForeSIGHT™ Medical as its partner to provide cost containment services in controlling the cost of implantable medical devices. Broadspire is the leading global third-party administrator of workers compensation claims, liability claims and medical management services.

Broadspire recognizes the challenges payers face in the management and cost containment of implantable medical devices. Through Broadspire's partnership with ForeSIGHT, not only will the cost of implants be addressed, but this program will evaluate the utilization and function of implantable devices.

"The complex supply chain, variable mark-ups and provider billing practices make identifying and containing the costs of surgical implants challenging," remarked Broadspire's Neil Lentine, chief operating officer. "ForeSIGHT has produced the first comprehensive and viable solution to controlling the ever-increasing costs of surgical implants in workers compensation."

ForeSIGHT leveraged its executives' decades of surgical implant experience to create its proprietary post-surgical, pre-payment bill adjudication system and its data intelligence reporting suite. Designed specifically for surgical procedures involving implantable hardware, its proprietary Fusion™ platform employs six key reduction modules to identify and remove inappropriate charges and ensure the lowest reasonable cost is paid.

"The confluence of real-world implant market experience with a rules-based, implant-specific adjudication engine enables ForeSIGHT to deliver the industry's lowest reasonable, reimbursement methodology and provide actionable business intelligence not previously available," noted ForeSIGHT President Brian Bell.

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"A multitude of market forces cause overpayment on surgical implants charges," Bell added. "We recognize and reduce inappropriate charges in an objective, fair and defensible manner and are pleased that we can provide significant savings to Broadspire and its clients. Our mission is to ensure that clients pay the lowest reasonable price for implants that are actually utilized, properly documented and appropriate for the procedure. This is all done in a way that takes the burden off claims professionals."

### About ForeSIGHT™ Medical

ForeSIGHT Medical ([www.foresightmedical.com](http://www.foresightmedical.com)) was founded on the premise that the payment process for medical procedures that include Surgical Implants was lacking an intelligent, data driven managed care solution for Insurance Carriers, Employers and Third Party Administrators in Workers' Compensation.

ForeSIGHT delivers the first truly comprehensive surgical implant cost containment solution to the workers' compensation marketplace. The complex surgical implant supply chain, combined with the variable markup and billing practices of providers, has created a difficult environment for payers to control this escalating cost driver. ForeSIGHT has combined unmatched industry experience with a dynamic implant management platform, Fusion, to deliver objective and defensible savings programs.

### About Broadspire®

Broadspire ([www.choosebroadspire.com](http://www.choosebroadspire.com)), a global third party administrator, offers casualty claim, medical management, disability and absence management solutions and risk management information services, helping increase employee productivity and reducing the cost of risk through early intervention, professional expertise and data analytics. As a Crawford Company, Broadspire is based in Atlanta; Ga. Services are offered by Crawford & Company under the Broadspire brand in countries outside the U.S.

### About Crawford

Based in Atlanta, Ga., Crawford & Company ([www.crawfordandcompany.com](http://www.crawfordandcompany.com)) is the world's largest independent provider of claims management solutions to the risk management and insurance industry as well as self-insured entities, with an expansive global network serving clients in more than 70 countries. The Crawford Solution™ offers comprehensive, integrated claims services, business process outsourcing and consulting services for major product lines including property and casualty claims management, workers compensation claims and medical management, and legal settlement administration. The Company's shares are traded on the NYSE under the symbols CRDA and CRDB.



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