



SGS Businesses on the Move

Edition 1/01

Introducing VSN Group, Inc.

Strategic Growth Solutions is pleased to announce **Business on the Move** to be issued periodically providing information on our client consulting activities and other relevant subjects. The newsletters will be archived on our web site for your future reference.

Our first issue highlights the VSN Group, Inc., headquartered in Burlington, Vermont. Two Services are provided:

- 1) a web-based Healthcare Clearinghouse Service for nine electronic transactions including Claims, Remittance and seven other Administrative transactions and
- 2) a Behavioral Health Practice management software application as an in house installation as well as a subscription based ASP model.

In the \$1.6 trillion dollar US Medical care industry, administrative expenses have increased to a staggering twenty-four percent of revenue and are forecasted to continue increasing unless technology is implemented rapidly and effectively. Sixty percent of these expenses are directly related to the administration of claims, eligibility and authorizations. Currently only thirty

percent of all claims are processed electronically.

The industry acknowledges that administrative costs must be reduced. The VSN Group has developed and completed the initial rollout of the practice management software for behavioral health together with the electronic filing of medical claims using the latest web-based technologies to provide user-friendly, cost effective solutions.

Strategic Growth Solutions is currently working with Ms. Kimberley Staples, CEO, her staff and advisors on raising equity funds of up to two million dollars for sales rollout, support and operations.

Our goal at SGS is to go beyond ideas in assisting our clients to enhance customer satisfaction and improve growth, market share and bottom line. We provide a variety of services including assistance in arranging funding.

Jim Sangster

Partner

Strategic Growth Solutions

www.StrategicGrowthSolutions.com

