

ASX RELEASE – 26 MARCH 2009

## MedSynergies Signs with Thelma-US

*Innovative new deployment of Thelma (SaaS = “Software as a Service”) to leverage further value from the Thelma platform*

Thelma-US Inc., the wholly owned subsidiary of ICSGlobal Limited, an e-health company listed on the Australian Stock Exchange, has signed a transaction processing and technology services agreement with Texas-based revenue cycle management specialists, MedSynergies Inc.

The unique nature of MedSynergies’ business meant they required more than just a basic clearinghouse. MedSynergies provide value-added services around the electronic transactions that pass between their provider-end customers and healthcare payers. This means that MedSynergies needed greater access into and control of their clearinghouse functionality than is normally available from a commercial clearinghouse.

An innovative new deployment of Thelma known as “Thelma-SaaS” (“Software as a Service”) was designed for MedSynergies. The first tier being deployed is eligibility checking, and subsequent transaction and service tiers will follow as MedSynergies integrate their internal systems and refine and expand the services they offer their customers.

B.P Fulmer, President and CEO of Thelma-US, said this is a very exciting new direction for Thelma in the US market.

“I’ve long said that there’s tremendous scope for what I call a “clearinghouse in a box” product in the US market, that gives small to medium sized healthcare providers and their software vendors and billing agents cost effective access to a clearinghouse platform that can be tailored to their individual needs. With our new Thelma-SaaS product line, through one central hosting of Thelma we are able to individually cater for any number of SaaS customers, generating the economies of scale that allow highest quality components, tools, solutions and support, at viable prices for this end of the market.”

Some of the differences between a typical Thelma deployment and a Thelma-SaaS deployment include:

- (a) The platform is tailored to the customer’s individual needs, including “private labeling”, so the clearinghouse appears to belong to the customer, while Thelma-US still hosts, operates and supports the platform to individually defined requirements
- (b) The customer maintains ownership and control of both ends and the middle of the transaction process
- (c) Thelma-SaaS provides and manages a transactional “detour” – a sophisticated transaction upload / download interface with the Thelma-SaaS customer’s business systems - to enable them to provide their value added business services to the transactions that flow between the Submitter & Receiver (e.g. transactional support; revenue cycle management)
- (d) The customer has tighter control over platform quality of service

There are two commercial aspects to a Thelma-SaaS Services Agreement:

1. Transaction fees for the various electronic transactions
2. Technology service and consulting fees associated with providing tailored Thelma-SaaS features

John R. Thomas, President and CEO of MedSynergies, said “We are delighted with this new technology partnership with Thelma-US. We’d reached a cross roads in terms of “where to next” with our business systems and services, and Thelma opens up a new range of interesting possibilities for how our business might evolve.”

For further information or media inquiries:

Tim Murray  
Managing Director  
ICSGlobal Limited  
Ph: +612-9247-2111

### **About MedSynergies Inc.**

MedSynergies is a privately held provider of revenue cycle and practice management solutions, consulting services, business process analysis and software integration, including solutions tailored to the GE/IDX Groupcast and GE Centricity billing environments, that improve the daily operations of healthcare organizations and enable alignment among hospitals and physicians in high-growth Integrated Delivery Networks (IDNs). Dedicated to enhancing the strategic, financial and operating environment of physician organizations, MedSynergies serves clinics, hospitalists, specialty medical groups, healthcare billing organizations, and ambulatory surgical centers, that are independent or integrated with regional hospital systems. MedSynergies evaluates and implements enhanced processes and information systems that increase the overall quality of the physician practice, central billing office and IDN environment through improved billing and collections, reduced costs and operational advisory services. Founded in 1996 and based in Irving, Texas, MedSynergies currently serves over 3500 providers across the United States. More information visit [www.medsynergies.com](http://www.medsynergies.com).

### **About ICSGlobal and Thelma**

Founded in 1990, ICSGlobal listed on the Australian Stock Exchange in 1999 [ASX:ICS]. ICSGlobal's core business is medical banking: a range of electronic tools and services that helps patients, doctors, hospitals, laboratories, health insurers and governments to make payments or get paid. Underpinning the business is our configurable medical banking clearinghouse technology, **Thelma** (Transaction Health Exchange Linking Multiple Applications), which clears and settles healthcare bills electronically over the Internet. ICSGlobal has a dual-edged global growth strategy around medical banking - the expanded deployment of Thelma and the acquisition of established, profitable medical billing companies. In Australia, Thelma went live in 2000 and volume growth continues at over 50% per annum, and "EziBill", our home grown Australian medical billing company, went live in 2008. In the UK, ICSGlobal acquired The London Patient Billing Service (LPBS) in 2007, the UK's leading company in the outsourced patient billing services sector. In the US, Thelma's "all-payer" national medical banking network went live in October 2008, and the first medical billing company, Medical Recovery Services, Inc., was acquired in December 2008. For more information visit [www.icsglobal.com.au](http://www.icsglobal.com.au) [www.thelma-us.com](http://www.thelma-us.com) [www.medrs.com](http://www.medrs.com) [www.londonbilling.com](http://www.londonbilling.com) [www.ezibill.com.au](http://www.ezibill.com.au)