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ProgenyHealth partners with Sellers Dorsey for healthcare consulting services

ProgenyHealth has contracted with Sellers Dorsey for consulting services to assist in new business development and strategy. With political, policy and business expertise in public health programs, Sellers Dorsey has experience working with state and federal government, healthcare providers, advocacy groups and other industry stakeholders.

As part of this engagement, Sellers Dorsey is working with ProgenyHealth to establish and grow relationships within the Medicaid managed care arena. Given the national focus on healthcare reform and the concerns of limited budgets, states are seeking innovative solutions that provide improved quality of care in addition to cost containment. ProgenyHealth's superior neonatal care coordination services provide the perfect partnership for managed care entities looking to meet these state goals. "Working with Progeny to develop their business is one of those occasions when synergy really works. I believe that both the product and the people make a winning combination. Managed care organizations looking for innovative, quality, cost effective neonatal case management services should select Progeny as their first alternative," said Nancy Hardy a Senior Vice President at Sellers Dorsey.

Be it establishing partnerships with current state managed care vendors or creating teaming structures for responding to state bid requests, Sellers Dorsey looks to find opportunities for ProgenyHealth to improve neonatal care to those most in need. "We are very excited to be working with Sellers Dorsey as they understand our business model and we rely on their expertise to assist ProgenyHealth in meeting our strategic goals and business development plans." says Ellen Stang MD, President and CEO of ProgenyHealth.

ProgenyHealth's NICU case managers and neonatologists work collaboratively with families, facilities and providers managing all health care services for premature and medically complex newborns throughout the first year of life. The Progeny program allows their clients to have web-based access to their proprietary BabyTraxsm application to view all medical management and case management services being provided to their members as well as online access to standard and customized reports. Families also are given online access to view their infant's plan of care, an extensive library of health care articles and can email their care managers at a time that is convenient for them.

About Sellers Dorsey

Headquartered in Philadelphia, Pennsylvania, Sellers Dorsey, a market-leading healthcare consulting firm, specializes in creating transformational change in public healthcare programs. Highly regarded for its strategy and insight, the firm is at the forefront of Medicaid and healthcare reform. Sellers Dorsey partners with states, counties, municipalities, healthcare providers, advocacy organizations and other industry stakeholders. For more information on Sellers Dorsey, please visit www.sellersdorsey.com.

About ProgenyHealth

Headquartered in Conshohocken, Pennsylvania, ProgenyHealth is a leading provider of neonatal care coordination services. Focusing on the unique health care needs of infants in intensive care nurseries, ProgenyHealth neonatologists, pediatricians and NICU nurses partner with neonatologists and primary care providers to provide care management services from birth throughout the first year of life. Case managers are available to families 24/7 and work closely with them educating and supporting them so they can be active participants in the health care decision making process. ProgenyHealthAll about newborns, their families and a healthy startsm. For more information on our programs and services, please visit www.progenyhealth.com.