



INETICO, Inc. Newsletter

OCTOBER 2007

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## INETICO HONORED AS NOMINEE FOR THE 2007 GOVERNOR'S ENTREPRENEURSHIP AWARD



Ashley Reavis, Business Development and Joseph Hodges, President, accept Nominee Award from the Chair of the Tampa Bay Chamber of Commerce, Fredrick McClure.

The Governor's Business Diversification Award is a statewide program that recognizes Florida companies in emerging and high-technology industries for their contributions to Florida's economic growth annually during Industry Appreciation Week. INETICO was nominated in the Mega-Market Entrepreneur of the year category and was recognized for its contribution to the Florida economy.

### Letter from INETICO's CEO Joseph Hodges-

**It is my pleasure to have served you as the President and CEO of iNetico over these last few years. And the truth is...it still is! No, I am not going anywhere, and neither is iNetico. When we began our partnership with this industry we brought several talented and committed people together**

### iNeticare's "Steps to WELLth" Strategies.

*by Margaret Weingart RN, MBA,CCM, CRRN*

iNeticare is a comprehensive cost and care management company designed to move your healthcare benefit plan into the totally



whose focus has been to improve and enhance the way care management and claims management services are being provided. We would be hard pressed to achieve this goal and help you achieve your goals if we were to start selling off our business, change our name or further separate ourselves from the commitments we have made to you. The truth of the matter remains that this commitment is the only way we can help you achieve your goals. The proof, as they say, is reflected in our commitment to, "Improve the fiscal health of the plans we work with and the clinical health of their members".

In order to maintain and help you pinpoint that goal, iNetico has established the i<sup>3</sup> Guarantee. In the coming months you will see this unique program roll out. What makes this program special is what it is not. It is not a corporate program written by the executive team of this company. What the i<sup>3</sup> Guarantee is, exemplifies the personal buy-in that each iNetico team member has made to provide you a stellar claims and clinical experience. I personally like to call my team members the iFORCE.

Over the next few months, keep an eye on [www.inetico.com](http://www.inetico.com) and if you are already a client, keep an eye on iNetiPass to learn more about the i<sup>3</sup> Guarantee. We feel you will truly appreciate the experience.

And don't forget, as always, at INETICO we will continue to use our *Imagination* to provide you with *Innovative* care and claims services that *Inspire* our clients as we *Integrate* business processes and technology. Our services are improved monthly to provide you a greater transparent look at care and claims solutions via our web-based solutions.



**Joseph Hodges**  
President  
iNETICO, Inc.

realistic and achievable realm of loss control through assertive illness prevention (claim prevention) and through rapid disease and catastrophic event intervention (large claim avoidance). [article continued](#)

## i<sup>3</sup> Reward goes to...

The INETICO i<sup>3</sup> Quarterly Award goes to an employee who is nominated by their peers or manager and has demonstrated IMAGINATION, INNOVATION and INTEGRATION in their daily work activity. The i<sup>3</sup> recipient receives an engraved crystal cube symbolizing our company core values, along with a few other surprises.

Although there were many nominations, there can only be one winner. This quarter the award was proudly presented to **Sandy Schlott**, a member of Inetico's Customer Service and Claims Negotiation Team, for using her imagination to design a creative marketing concept.

## JOIN OUR SIIA SHOWCASE PRESENTATION

### "THE HEALTHCARE CENTRIFUGE"

Tuesday, October 30th at 1:45 p.m.  
Consult your conference guide for room location.

Explore INETICO's unique approach to  
PPO Network Administration,  
Claims and Care Management.

1  
PPO  
ADMINISTRATION

2  
CLAIMS  
SERVICES

3  
CARE  
MANAGEMENT

THIS INTERACTIVE SESSION IDENTIFIES:

- Live on-line client interaction with Utilization Management, Case Management & Disease Management
- Data mining to establish clinical & network direction
- Supplemental Network Clearinghouse
- Member level network assignment
- On-demand clinical reports
- Group retention support

Participate and be eligible to win gift certificates worth \$400 on Southwest Airlines.

**INETICO**  
Online Care & Claims Management Services

**VISIT US AT BOOTH 145**  
A MEDICAL COST CONTAINMENT COMPANY  
WITH THE VISION TO IMPROVE YOUR FISCAL AND CLINICAL HEALTH

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■ CARE MANAGEMENT ■ PPO ADMINISTRATION ■ CLAIM NEGOTIATIONS ■ DENTAL NETWORKS

[Enlarge image](#)

## Look For Us!

27th Annual National Educational Conference & Expo, October 29- November 1, 2007. Sheraton Chicago Hotel & Towers

For more information visit [www.sija.org](http://www.sija.org)

Please stop by booth #145 and visit with Joe Hodges, Tim Guzinski and Ashley Reavis, the INETICO Business Development Team.

## Personalized INETICO WEBINARS

iNetico's INETIPASS and INETICARE solutions are some of the best kept secrets in the medical cost containment and care management industry.

We welcome the chance to provide you a real-time, live demonstration of how this integrated approach can improve your members' care AND save you money.

Contact [Tim Guzinski](#) to schedule a web-based demonstration.  
877-601-2200 x 204

**Let us show you how we saved one company over *\$9 million NET* last year!**

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