

5 More Questions to Ask Your Subrogation Vendor

1 My state's needs are unique and unlike the requirements of other states. Is your company able to cover the scope of subrogation my state requires?



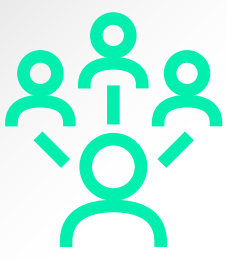
Needs of each state, and the individual counties within them, can vary significantly. Additionally, whether you have a small or large population with few or many distinct languages and cultures, we recognize you require a vendor who is in tune with the recipients. Gainwell Technologies' decades of experience in working with diverse populations is difficult to replicate.

2 Is your expertise broad enough to account for estates, trusts and casualty cases?

Medicaid funds can be recovered from multiple sources. Finding and monitoring these sources requires a sophisticated vendor with flexible systems and experienced people. Gainwell's expertise encompasses estates, casualty, trusts, mass torts and workers' compensation. If we discover that additional recovery sources are available, we make appropriate referrals where necessary.



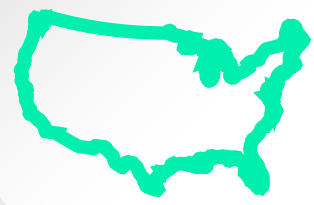
3 Do you offer other services that correlate with the subrogation effort?



Gainwell provides a breadth of services to state Medicaid agencies, allowing states to leverage our services and expertise across areas. A simple idea, yet complex undertaking, is using the data provided by your state to create and execute multiple services. Having one source to handle eligibility, billing and subrogation reduces administrative burden by removing the need for managing multiple firms.

4 Does your company have a presence with employees in my state?

Gainwell believes that having employees who work and live in your state ensures a greater appreciation for the situation of the recipients. Understanding the policies, political environment and other local factors helps the Gainwell team pursue cases more effectively. Additionally, the in-state staff is readily available for training, updates and other in-person meetings.



5 Do you have a record of innovation in the subrogation market?



Gainwell has created a patented self-service portal and automated valuation processes, and we continually improve our outgoing correspondence and trauma code investigation mailers. Additionally, we are constantly improving the features in our proprietary, SaaS-available workflow system, Maestro.