Workers' Comp

Genex Services Acquires Leading Case Management Firm M Hayes

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Genex Services Acquires Leading Case Management Firm M Hayes Acquisition extends Genex's position as largest case management provider in nation

October 31, 2014 â€“ Wayne, Pa. â€“ Genex Services, LLC (**Genex**), one of the nation's largest providers of managed care services, announced today that it has acquired M Hayes, a leading case management firm for the workers' compensation and disability insurance markets. Financial terms were not disclosed.

â€œOur acquisition of M Hayes underscores Genex's strong commitment to clinical services and the critical role they play in controlling medical costs and disability duration,â€• said Peter Madeja, CEO and President of Genex Services. â€œCombining these capabilities with our broad continuum of managed care services allows is to bring additional case management expertise to our customers and improve outcomes by returning injured workers back to work quickly and safely.â€•

With the acquisition, Genex â€“ already the largest case management firm in the nation â€“ increases its number of employee case managers to more than 1,600, including 200 multi-lingual professionals and more than 200 catastrophic case managers.

M Hayes, with approximately 100 employee case managers, is recognized as one of the leading providers of case management services in the industry and boasts a customer list that includes many of the largest workers' compensation insurers and third party administrators. Key executives, including founder Melinda Hayes and cofounder Helen Froehlich, will be appointed to leadership positions within Genex and will help ensure a seamless transition for M Hayes' customers.

â€œWe are pleased about our partnership with Genex and the opportunities we will have to enhance innovative strategies for our combined customers,â€• stated Melinda Hayes. â€œOur company brings a depth of clinical expertise and customers we have serviced in our 15 year history. We are delighted to become part of the Genex family and look forward to continuing our relationships with current customers and to building new ones.â€•

Bailey Southwell & Co. served as exclusive strategic and financial advisor to M Hayes on the transaction.

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About Genex Services, LLC

Genex Services (www.genexservices.com) is the trusted provider of managed care services that enables workers' compensation payors and risk managers to transform their bottom lines. Genex is the most experienced managed care provider in the industry, with more than 2,500 employees and 47 service locations throughout North America. The company serves 381 of the top Fortune 500 companies in the U.S. today. In addition, Genex is the only company that delivers high quality clinical services enhanced by intelligent systems and 360-degree data analysis to consistently drive superior results related to medical, wage loss, and productivity costs associated with claims in the workers' compensation, disability, automobile, and health care systems.

About M Hayes

M Hayes (www.mhayes.com) is a leading managed care company, providing nationwide services to insurance companies, third party administrators, and self-insured entities. The company is known for achieving best solutions for their clients through innovativeness and being meaningfully different. Services offered include telephonic case management and nurse triage; field case management including medical, vocational, bilingual, catastrophic, and task; prescription drug monitoring; complex claim services including life care plans, medical cost projections, comprehensive on-site assessments, liability cost analysis and expert testimony; interpretation and translation; disability and benefit management services to clients representing various insurance risks.

About Bailey Southwell & Co.

Bailey Southwell & Co., LLC, founded in 2005, is a privately held investment bank with offices in Nashville, Tennessee and St. Louis, Missouri. BSC provides mergers and acquisition and capital raising advisory services to middle market companies. More information about BSC can be found at www.baileysouthwell.com.



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