Auto Casualty

Mitchell International Acquires Medical Consultants Network

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4 MIN READ

Acquisition Expands Medical Management Offerings to Include Independent Medical Exams and Additional Medical Examination Services

SAN DIEGO, CA—June 6, 2018—Mitchell International, a leading provider of technology, connectivity and information solutions to the Property & Casualty (P&C) insurance and Collision Repair industries, announced today that it has completed the acquisition of Medical Consultants Network (MCN)—one of the nation's largest providers of independent medical exam services in the United States.

With the close of the transaction, Mitchell will now have the opportunity to integrate its industry leading bill review systems with a leading national independent medical exam (IME) provider, to improve the end-user experience and simplify the IME and peer review process for claims professionals. The combined Mitchell and MCN solutions will leverage extensive claims datasets and analytics to develop innovative decision support and risk scores to aid in the identification of claims in which an IME or peer review may be appropriate.

This strategic acquisition will give Mitchell and its customers access to an extensive national panel and network of providers—nearly 13,000 physicians with over 17,800 provider specialty-jurisdiction combinations to perform IMEs and additional review services for the auto and workers' compensation industries, adding expertise to support Mitchell's customer base of employers, insurance companies, state funds, third party administrators and managed care organizations.

“Through this acquisition we will further accelerate and expand upon MCN's leadership position in the IME and physician peer review markets,” said Nina Smith, Executive Vice President and General Manager for Mitchell Casualty Solutions Group. “Our combined solutions will enable us to help more clients receive better outcomes — featuring high quality medical review solutions and deep insights into clinical issues. We are excited to create compelling technology, medical management, and workflow solutions, becoming the provider of choice to our customers.”

The combined solutions are designed to reduce the claims professional's administrative burden in transmitting IME and physician peer review referrals, as well as incorporate claim decisions into the bill adjudication process

for improved compliance and enforcement. Additionally, Mitchell plans to leverage its clinical expertise to help claims professionals identify what important medical review issues to address in the examination process.

With more than 30 years of clinical and independent review experience, MCN helps payors achieve significant and measurable clinical outcomes through its high quality services. With its longstanding history of providing expert review services to a broad range of customers in the workers' compensation, auto, liability and disability and group health industries, Mitchell is excited to continue MCN's level of service and provide expanded capabilities to customers.

“This transaction brings a tremendous wealth of expertise to Mitchell, and further strengthens our medical management and clinical expert bench,” continued Smith. “We are always looking for ways to deliver more value to our customers using an end-to-end, integrated suite of casualty solutions.”

“Both Mitchell and MCN are committed to providing our customers with exceptional solutions,” said Brian L. Grant, Medical Director and President of MCN. “Together, we are poised to provide even deeper, and robust capabilities and expertise to maximize outcomes for our clients. I truly believe that Mitchell will further MCN's goals to offer best-in-class solutions to the market. More importantly, Mitchell, like us, is about people—from their employees to the customers they serve. Mitchell is committed to investing in its employees and we share many of the same values. We are proud to see our staff join Mitchell and continue to grow in an innovative, dynamic culture doing meaningful work.”

The acquisition of MCN is Mitchell's latest strategic investment in its commitment to creating better outcomes for customers, while building upon its existing industry-leading casualty claims expertise.

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

For further property casualty and collision repair updates and perspectives, follow Mitchell on Twitter @MitchellClaims and @MitchellRepair.

About Mitchell International

Headquartered in San Diego, California, Mitchell International, Inc. delivers smart technology solutions that simplify and accelerate claims handling, repair processes, and pharmacy transactions, driving more accurate, consistent and cost-effective resolutions. Mitchell integrates deep industry expertise into its workflow solutions, providing unparalleled access to data, advanced analytics, and decision support tools. Mitchell's comprehensive solution portfolio and robust SaaS infrastructure connect its customers in ways that enable tens of millions of electronic transactions to be processed each month for more than 300 insurance providers, over 65,000 pharmacies and 30,000 collision repair facilities, as well as countless other Property & Casualty industry supply partners across the Americas and Europe. For more information, please visit www.mitchell.com.

About Medical Consultants Network

Medical Consultants Network (“MCN”) was founded in 1985 in Seattle, Washington, and provides medical review services including Independent Medical Examinations and Physician Peer Reviews. MCN created the first national network of independent medical providers and today serves workers' compensation, disability, auto and group health clients in all fifty states and Canada. MCN is deeply committed to understanding our clients and their needs to provide the highest level of personal service possible so that each of the reports we deliver is fair, accurate and timely. Our clients know that we view each case and the people impacted by that case with the respect and dignity they deserve.



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