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Healthcare Consulting Firms Announce Merger

June 12, 2008 – Navvis Healthcare LLC (St. Louis, Missouri) and The Strategy Group LLC (Norfolk, Virginia) announced today the merger of the two firms.

“The collective expertise and capabilities of Navvis and The Strategy Group will bring enormous value to our clients in addressing the complex strategic issues facing health systems,” said, Michael Farris, Chairman and CEO of Navvis Healthcare.

“Healthcare is one of the most competitive of US industries, driven by sky-rocketing consumer demands, challenging economics, rapid restructuring of hospital-physician relations and emergence of new technologies and intermediaries. The combination of our firms delivers an incredible depth of knowledge and expertise in health system development, long range planning, revenue growth and portfolio optimization, physician partnering, and brand-driven innovation strategies.”

Navvis Healthcare LLC provides strategic advisory services to health systems seeking healthier physician-health system relationships, better organizational efficiencies, and a stronger bottom line. The firm’s capabilities include strategic counsel and planning for health system-physician alignment, partnering strategies and structures, service line development and growth, as well as facility development for healthcare organizations. Founded in 1990 by Michael Farris, CEO, today Navvis Healthcare is comprised of Navvis Consulting, Navvis Management Services, Navvis Development, Navvis Solutions and the Navvis Institute.

The Strategy Group (TSG) LLC is a management consultancy specializing in competitive market strategy in the health industry. Founded in 1998 by CEO Karen Corrigan, the firm provides expert counsel on corporate vision, strategic planning, competitive positioning, brand-driven growth, business development and strategic marketing. In 2007, TSG launched the Innovator’s Studio™, a living laboratory that engages health industry leaders in leading edge research and innovation to bring revolutionary ideas to market.

The two firms crossed paths last year when both responded to an RFI for a large-scale planning engagement with WellStar Health System in Marietta, Georgia. “WellStar liked the combined expertise of both firms and asked if we would be willing to partner for the project,” said Corrigan. “We did and from the beginning of that work together, realized that there were significant synergies that vastly enhanced client value.”

Gregory Simone, MD, President and CEO of WellStar, commented, “The Strategy Group’s skill in corporate strategy and innovation, and Navvis’ know-how regarding health system – physician integration, brought to the engagement a unique and comprehensive capability to enhance our core business, identify emerging markets, and envision new frontiers. We’ve found the combination invaluable”

The Strategy Group is a subsidiary of Navvis Healthcare in the merged entity. Mike Farris will continue as Chairman and Chief Executive Officer. Karen Corrigan will serve as Chief Executive for Innovation for the parent company, Navvis Healthcare LLC, and as President of The Strategy Group.

“Our combined expertise in corporate strategy, brand building, business development, physician integration, and consumer marketing present an industry-unique opportunity to create strategies, business models and partnerships that drive growth and innovation,” said Corrigan.

Terms of the merger were not disclosed.

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Navvis Healthcare LLC – The Strategy Group LLC Merger Profiles of Principals

Mike Farris **Chairman and CEO, Navvis Healthcare LLC**



Mike Farris is Chairman and CEO of Navvis Healthcare LLC, which was created in 1990 as a consultancy specializing in hospital-physician relationships, strategies and structures. Today, the firm has diversified to include Navvis Consulting, Navvis Development, Navvis Management, Navvis Solutions, the Navvis Institute and The Strategy Group. Farris has been a driving force in strengthening relationships between health systems and their boards, physicians and executives. Skilled in executive leadership and high performance strategies, he excels in mentoring and coaching C-level executives to enhance organizational and leadership competencies.

Immediately prior to forming Navvis, Farris served as President and CEO of Lasersight Incorporated in Orlando; Lasersight developed corneal refractive surgery lasers and traded on NASDAQ. He also acquired and led MEC Health Care, Inc., a successful managed care company within the vision care segment with over a million insured lives in the Mid Atlantic region of the United States. His experience brings clients depth of expertise in health system – physician integration, practice management, managed care, research and development, and enhancing shareholder value. With an in-depth knowledge of regulatory matters, he is conversant on a wide range of matters ranging from physician and hospital business arrangements to the operation of publicly traded organizations.

Prior to MEC Health Care, Inc., Mike was Founder and CEO of the Farris Group, a specialty healthcare consulting practice that facilitated medical practice acquisitions as well as developing strategic models to streamline medical staff integration and improve organizational relationships with physicians. Clients included academic medical centers and health systems across the nation.

Farris will continue as Chairman and CEO of the merged company.

Karen Corrigan **Chief Executive for Innovation, Navvis Healthcare LLC** **President, The Strategy Group™**



Karen Corrigan founded The Strategy Group in 1998 and has served as its chief executive officer. Over the past decade, the consultancy has worked with more than 200 health systems, hospitals, organizations and businesses in the realm of competitive strategy. Corrigan's indepth knowledge of the health industry, expertise in competitive market strategy, and futuristic perspective have helped clients create and execute transformative strategies to create and sustain competitive advantage. She is also founder of *The Innovator's Studio™*, a living laboratory where health industry leaders engage in leading edge research and innovation to bring revolutionary ideas to market

Before launching her consulting practice, she was vice president of system development for Sentara Healthcare, ranked by Hospitals and Health Systems Magazine among the top successful systems in the U.S. There she led development and implementation of corporate strategy and growth initiatives.

Corrigan writes and speaks frequently on topics of competitive strategy in the health industry, and on trends and forces shaping the future of the industry. She is a graduate of Virginia Wesleyan College, a member of the American College of Healthcare Executives, the Forum for Healthcare Strategists, and the Society for Healthcare Strategy and Market Development. She has served on the board of directors and editorial boards of various industry organizations, and as past president of the Alliance for Healthcare Strategy and Marketing and the Virginia Society for Healthcare Marketing.

In the merged company, she will lead the organization's corporate strategy practice, as well growth and innovation initiatives for the firm.

Navvis Healthcare LLC– The Strategy Group LLC Merger