



# INSPIRIS

INSPIRED CARE FOR THE FRAIL ELDERLY

FOR IMMEDIATE RELEASE

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## **INSPIRIS adds Fuqua as product development executive**

*Veteran in care management on board to set stage for further expansion*

**Nov. 15, 2007 Brentwood, TN** – INSPIRIS announced today it has hired Laurel Fuqua, RN, veteran innovator in care and disease management services, as its new vice president of product development. Fuqua's addition to the INSPIRIS executive team comes as the company experiences its fastest period of growth to date, including expansion into the North/Central Florida Daytona and Philadelphia markets.

INSPIRIS, based in Brentwood, Tenn., is a care and care management company with expertise in improving the quality of life for the frail elderly and chronically ill, while reducing the cost to Medicare Advantage and Medicaid health plans. INSPIRIS also owns and operates hospice companies.

"Laurel has the skill set to enhance INSPIRIS' capabilities and progress--she is an expert in the space," said Mike Tudeen, INSPIRIS' president and chief executive officer. "She was an early leader in the development of diabetes disease management programs, and actually worked with INSPIRIS several years ago in the design and development of our post acute care programs. We are quite fortunate to have someone with Laurel's expertise and industry-specific knowledge on board."

Fuqua has more than 25 years' experience in developing, implementing and directing care management services. She joins INSPIRIS most recently from United Healthcare/Ovations, where she served as health services director for the State of Tennessee Evercare program. Prior to that, she was CEO of Kindred Hospital of Nashville, successfully leading the start-up and implementation of the new long-term acute care hospital. Early in her career Fuqua was senior vice president and chief clinical officer for Diabetes Treatments Centers of America (now Healthways).

(More)

Fuqua's responsibilities at INSPIRIS will include development of new service lines to meet the rapidly expanding needs in the care and care management sector for the frail elderly and chronically ill. As the nation's elderly population grows, there is an increasing need to meet their care and care management needs in a variety of settings—in nursing homes, skilled nursing facilities, in assisted living arrangements and at home. Medicare, health plans and some Medicaid programs are seeking partners who can provide optimal services to the frail elderly wherever they reside.

"There is a growing trend to keep the frail elderly and chronically ill at home with caregiver support," Tudeen said. "It's growing stronger because home is where people prefer to be and, with the right care and care management, it's a much less expensive setting for both the state and the federal government to pay for care.

The addition of Fuqua to the executive team follows a period of rapid company growth and expansion. In the first three quarters of 2007, INSPIRIS added seven new service line contracts and began operations in the North/Central Florida Daytona and Philadelphia markets. INSPIRIS now meets the care and care management needs of qualifying members on behalf of multiple Medicare and Medicaid health plans representing more than 400,000 senior members in six states.

"INSPIRIS is expanding its product line to meet the needs of current and prospective health plan customers in this space," he said. "We are excited to have Laurel on board as we develop innovative and creative care management programs that will allow plan members to stay in the community they prefer, safely and with high quality care."

#### **About INSPIRIS**

*INSPIRIS is a unique health care management company focused on improving the quality of life for the frail elderly, chronically ill and those with disabilities, while reducing the cost to Medicare Advantage health plans. INSPIRIS partners with individual health plans to coordinate and provide care across the diverse settings where members need care, including post-acute, custodial, assisted living and hospice. For more information about INSPIRIS, visit [www.inspiris.com](http://www.inspiris.com).*

*For further reading about the INSPIRIS way:*

[http://www.inspiris.com/newsarchive/IB\\_20061214.pdf](http://www.inspiris.com/newsarchive/IB_20061214.pdf)