

## **FOR IMMEDIATE RELEASE**

**MASSPRO, WALTHAM, MA.** Masspro, one of the nation's foremost consulting firms focused on quality improvement in the delivery of healthcare services, announced today that it has entered into a formal agreement to merge with Quality Health Strategies (QHS), a Maryland not-for-profit company. The transaction is expected to close within 30 days. Terms were not disclosed.

Based in Waltham with over 110 employees, Masspro is the federally designated quality improvement organization, or "QIO," for the Commonwealth of Massachusetts. Founded in 1985, the Company was until recently a wholly owned subsidiary of the Massachusetts Medical Society, but became independent in 2008 as the result of changes in federal conflict of interest rules. In its most recent fiscal year, the Company had revenues in excess of \$21.0 million.

In addition to its work for the federal government, Masspro serves the Commonwealth through its work with MassHealth on quality improvement and review services. In the private sector, the Company works with some of the country's foremost private healthcare providers, such as Partners Healthcare, and payers, such as Blue Cross and Blue Shield of Massachusetts, both of which have had long and successful relationships with the Company. In recent years, Masspro has also established itself as a national leader in promoting the adoption of electronic healthcare records, or "EHR," by working with leading healthcare consulting firms such as Bridges to Excellence.

Two other QHS subsidiaries, the Delmarva Foundation for Medical Care and the Delmarva Foundation for the District of Columbia, are the federally designated QIOs for both Maryland and Washington D.C. respectively. Based in Easton, Maryland, Delmarva has a particularly strong management team of health care professionals and expects to enjoy revenues in excess of \$60.0 million this year even before the addition of Masspro. Delmarva currently has operations in seven states, including Florida, North Carolina, Texas and Colorado. Following the merger, the combined company will have principal offices in Baltimore, Boston and Washington, D.C.

Dr. Francis D. Moore, Jr., Chairman of the Masspro Board of Directors, announced the transaction in a memorandum to Masspro staff earlier in the day, in which he noted that the combination would create the largest organization of its kind anywhere in the United States. "By joining these two great companies and leveraging the respective strengths of each, we can better serve our clients, while continually advancing the use of the latest medical technologies, such as EHR, to further expand the availability of safe, timely, effective, efficient and patient-centered medical care across the country. Under the continuing leadership of Masspro's senior management as well as its existing board of directors, we are now ideally positioned to accelerate our growth both in New England and beyond."

Laura Moore, the President and Chief Executive Officer of Masspro, observed that “we are fortunate to have found a partner with as many resources, diverse skills and areas of expertise as we have found in Quality Health Strategies. With access to their tremendous base of both human and financial capital, including a professional staff of almost 300, their well established client relationships with industry leaders, and a comprehensive portfolio of proprietary intellectual property that compliments our intellectual property so well, we can now pursue business opportunities which in the past were too large in scope to even consider. I am particularly pleased that the merger will not result in any layoffs, as we actually hope to hire additional staff as the scope of our work grows.”

Christian E. Jensen, MD, MPH, the President and Chief Executive Officer of Quality Health Strategies, also praised the merger, noting that the two companies were now poised to play a prominent role in the reform of the healthcare system, a major priority at both the state and federal level. “The addition of Masspro to the QHS family of companies further secures our position as one of, if not the strongest and well-positioned of all organizations holding QIO contracts. Our combined experience, customer base and comprehensive portfolio of proprietary technologies, all developed over many years of working with public and private partners, will give us a tangible competitive advantage in the marketplace for our services. We intend to take full advantage of these opportunities as we continue to grow our business.”

For further information about Masspro please go to [www.masspro.org](http://www.masspro.org) or call Jayne Lane at Johnston Associates, (617) 338-2726 x104. For further information about the Delmarva family of companies, please go to [www.delmarvafoundation.org](http://www.delmarvafoundation.org).



Medicare Review Services/  
Quality Improvement Services  
781.890.3223 fax

MassHealth Review Services  
781.290.5784 fax

Masspro Main Operations  
781.890.5485 fax