Frequently Asked Questions (FAQs)

Why has MatrixCare acquired SigmaCare?

MatrixCare is committed to growing along with the long-term care industry through a multi-pronged strategy. Strategic acquisitions, like the one with SigmaCare, are a key component of that growth strategy. Our rock-solid operating performance and strong financial profile allows us to actively seek out successful products and customer bases that are synergistic or complementary to our offerings and footprint within the LTPAC industry. In some cases, we acquire the product and supporting organization, in others we simply acquire and integrate the technologies into our solution set.

Who is MatrixCare?

MatrixCare is the number one ranked and largest provider of EHR and related solutions to the US senior care market, now serving over 13,000 facility-based care settings and over 2,000 home care agency offices throughout the US. Our extensive client base includes Skilled Nursing, Senior Living, and Life Plan Community operators, Home Care/Home Health agencies, diversified Enterprise operators, and Managed Care organizations.

MatrixCare helps providers deliver superior care, resulting in better outcomes for their patients and residents. MatrixCare helps providers maximize reimbursements, reduce readmissions, maintain high occupancy, facilitate interoperability across the continuum of care, and support executive decision making.

MatrixCare is a Delaware corporation headquartered in Bloomington, MN, with operational centers in New York City; Frisco, TX; and Coral Springs, FL. MatrixCare solutions have powered the long-term care continuum for over 30 years.

What will happen to the existing SigmaCare business?

SigmaCare will immediately become part of MatrixCare. We will likely undergo some realignment of our teams as we incorporate this business into the MatrixCare family. While there may be cases of redundant positions, we are a company that is experiencing tremendous growth. Therefore, we expect to not only retain the vast majority of existing employees, but add additional headcount as needed. We are committed to doing right by *all* our employees and believe this acquisition will provide additional opportunities for existing staff to learn new skills and advance as the company grows.

MatrixCare recognizes that the Greater New York area is an important geography within the LTPAC industry. However, we have not historically had resources dedicated to this area. With our acquisition of SigmaCare and other initiatives presently underway, we will now have a major physical presence in this strategic geography and are deeply committed to the success of LTPAC providers in the New York area.

The New York-based MatrixCare team will work to support a number of NY State Department of Health initiatives, such as:
- The Delivery System Reform Incentive Payment (DSRIP) Program – a Medicaid delivery reform program;
- New York's electronic registry Medical Orders for Life Sustaining Treatment (eMOLST) Program;
- and the Data Exchange Incentive Program (DEIP)

In addition, MatrixCare will support the New York eHealth Collaborative and other organizations in the development of the <u>Statewide Health Information Network for New York</u>, or the SHIN-NY, a "network of networks" that links New York's eight regional health information organizations (RHIOS) or <u>Qualified Entities</u> (QEs) throughout the state.

Will MatrixCare maintain the SigmaCare office in Manhattan?

One of the attractive aspects of this acquisition is its physical location. MatrixCare recognizes that the New York metro area is an important geography within the LTPAC industry. However, we have not historically had resources dedicated to this area. We are deeply dedicated to the success of LTPAC providers in New York, and with the acquisition of SigmaCare, we will now have a major physical presence in this strategic geography. We remain committed to a major physical presence in this important market.

How will SigmaCare customers benefit from this change?

We believe there are many reasons SigmaCare customers should be excited about this acquisition. MatrixCare is the largest provider of senior-focused EHR and related technologies in the US and was recently voted 2017 Best in KLAS for Long Term Care Software by our customers. This acquisition will greatly expand the portfolio of innovative solutions available to SigmaCare customers. Plus, MatrixCare's rock-solid operating performance, financial strength, and dedication to the US LTPAC industry means that we will continue to invest in the R&D needed to help our customers remain competitive and successful in a rapidly evolving fee-for-value healthcare environment.