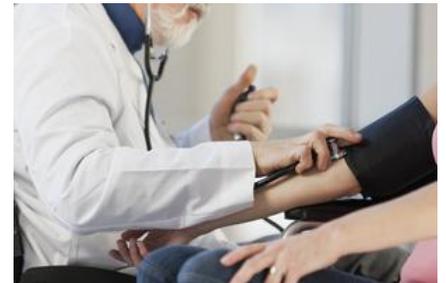


Continuum Health Alliance acquires majority stake in Partners in Care

Jan 23, 2017, 7:36am EST

Continuum Health Alliance, a South Jersey physician practice management services company, has acquired a majority interest in Partners in Care.

Partners in Care, based in East Brunswick, New Jersey, is a health care management company founded in 1995. It works with United Medical group, an affiliated independent provider network that includes more than 700 primary care physicians, multi-specialty physicians, and other health care professionals spanning 14 of the 21 New Jersey counties.



Marlton-based Continuum Health Alliance provides population health, practice transformation, **applied analytics** and network development services to clients consisting of nearly 2,000 primary care physicians, specialists and nurse practitioners who care for hundreds of thousands of patients across the country

Financial terms of the deal are being kept confidential.

Don McDaniel, the company's CEO, said the deal will enable Continuum to more rapidly advance the development and delivery of population health services in the New Jersey market.

"Our goal is get behind physician-led organizations," McNeil said. "Health care is changing and we believe if there is going to be change, it is going to be led by physicians. We are actively looking for partners to help enable change."

McDaniel said New Jersey has been slower than other states in adopting certain tenants of managed care such as value-based care, where insurers tie payments to the quality of care provided and not the volume of tests and procedures performed.

"The way our business is evolving is we are very focused on helping physicians be successful under value-based care," he said.

McDaniel said the doctors in the United Medical Group, which was not part of Continuum's Partners in Care investment, have been leaders in the state — by Working with Partners in Care — in transforming their practices to provide the "better care and better value" insurers are rewarding.

Dr. Mauro A. Tucci, Partners in Care's chief medical officer, said the organization views the investment deal with Continuum as a partnership.

"We'll have a combined strength to help doctors do their jobs better, and meet the metrics that drive valued-based care," Tucci said.

McNeil said the partnership will help Continuum achieve a goal accelerating value-based care across New Jersey.

"It's critical that providers think about managing the total cost of care—for their practice, patients, and payers,' he said. "We are thrilled to align ourselves more closely with Partners in Care and collaborate with them to sustain and grow a vibrant provider community."

