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## **Netsmart Acquires Defran Systems to Expand Commitment to Coordinated Care**

### **Acquisition Expands Netsmart's Presence as Leading Health and Human Services Technology Solutions Provider**

**Overland Park, Kan., January 3, 2013** – [Netsmart](#), the leading provider of clinical solutions for health and human services organizations nationwide, today announced it has acquired [Defran Systems](#), a New York City-based developer of case, clinical and financial management software. Defran serves clients nationwide who operate a wide spectrum of human and social service programs.

The acquisition of Defran enhances Netsmart's position as the leading solutions partner for social services, child and family services, intellectual/developmental disabilities (I/DD), addiction treatment and behavioral health providers. Defran's Evolv-CS electronic health record (EHR) solution will continue to be developed, enhanced, supported and sold by Netsmart. Defran clients will benefit from access to a range of scalable clinical and business solutions to assist them in accomplishing their mission as they join a collaborative Netsmart community that delivers care to over 21 million consumers.

For smaller providers, Evolv-CS will be offered in Netsmart's secure cloud computing platform, with minimal configuration and rapid deployment through Netsmart's proven Plexus Foundation implementation model.

"The addition of the Defran solutions to our portfolio allows us to offer a solution to the smaller providers at a price point they can afford while at the same time giving them access to a comprehensive range of tools necessary to participate in care coordination, health information exchanges, health homes, mobile care, physical health integration, medication management and optimized revenue cycle management," said Michael Valentine, chief executive officer, Netsmart. "At the same time, Defran's strong client base in social services, child and family services and I/DD are an ideal addition to our collaborative client community. Over the last 25 years, Fran Loshin-Turso has developed a deep understanding of the communities we serve. I'm excited to leverage her insights as we continue to expand, evolve and integrate our solutions."

Clients of both companies will benefit from the ability to connect and share data with related service providers, a requirement to participate in the upcoming pay-for-performance healthcare models. Additionally, the expanded number of providers will all benefit from increasing the scope of Netsmart's national benchmarking and analytics initiatives, enabling providers to continuously improve their organizations and the care they deliver.

"Many small EHR vendors will not be able to make the investment required to help their clients meet the Meaningful Use Stages 2 and 3 requirements for coordinated care," said Fran Loshin-Turso, president and CEO of Defran Systems, who will join Netsmart as a senior vice president. "Netsmart's clear vision and the ability to execute on that vision will provide our clients with the long-term sustainability they need for Meaningful Use and other fast-evolving initiatives and requirements in a time of industry consolidation and great changes in the healthcare ecosystem."

"We now have the most complete and robust solutions portfolio serving this part of healthcare – and I couldn't be more excited about the group of leaders that we have assembled to navigate our solutions into the future of healthcare and human services," said Valentine.



# NEWS RELEASE

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## About Netsmart

Netsmart helps health and human services organizations transform care through the collaborative, coordinated management and exchange of clinical data across the care spectrum and through effective practice management that improves revenue cycle management. More than 21,000 client organizations, including 350,000 care providers and more than 40 state systems, use Netsmart products to help improve the quality of life for tens of millions of people each year. Netsmart clients include mental health and addiction treatment agencies, psychiatric hospitals, private and group mental health practices, public health departments, social services and child and family health agencies, vital records offices, and managed care organizations. Netsmart's products are full-featured information systems that operate on a variety of operating systems, hardware platforms, and mobile devices, and offer unlimited scalability.

Netsmart provides the solutions and expertise that help its clients meet all the criteria for Meaningful Use of an Electronic Health Record (EHR) under the American Recovery and Reinvestment Act (ARRA) of 2009.

Building upon Netsmart's Complete ARRA-Certified EHRs, Netsmart clients can also create a complete connected care environment encompassing e-prescribing and order entry, sharing clinical information and lab results, and using Web portals to provide secure and private consumer access to care information.

Netsmart is also pleased to support the EveryDay Matters Foundation, which was established for organizations within the behavioral and public health communities to learn from each other and share their causes and stories. Organizations can also request grants for their cause or to help fund technology that advances the way care is delivered. For more information, visit [www.everydaymatters.com/foundation](http://www.everydaymatters.com/foundation)

For information about Netsmart's full range of solutions for health and human services organizations, visit [www.ntst.com](http://www.ntst.com) or call 1-800-472-5509. Also follow us on [Twitter](#), like us on [Facebook](#) and visit us on [YouTube](#).

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