

## Waystar + eSolutions

### 1. Who is Waystar?

- Waystar provides cloud-based technology that simplifies and unifies healthcare payments. Our platform removes friction in payment processes, streamlines workflows and improves financials for providers of all kinds.
- Waystar offers solutions for:
  - Patient financial clearance
  - Revenue integrity
  - Claim + denial management
  - Patient financial experience
  - Agency management
  - And more
- Waystar's tech is used by 20k clients representing more than 450k providers. Waystar serves all provider markets, including 700+ hospitals and health systems.
- Waystar is an 11-time Best in KLAS winner and has received #1 rankings from Black Book in multiple categories including End-to-End RCM Software & Technology. Waystar has been named one of Becker's Hospital Review's "150 Top Places to Work in Healthcare."

### 2. Who is eSolutions?

- eSolutions is a revenue cycle technology company with unique Medicare-specific solutions that help clients across care sites maximize revenue collection, accelerate cash flow and reduce administrative waste.
- eSolutions offers tools for:
  - Eligibility
  - Claims + denial management
  - Analytics
  - Revenue integrity
  - Compliance
- The company has more than 6k payer connections and maintains a powerful, growing data set based on billions of annual transactions.
- In addition to hospitals, federally qualified health centers and ambulatory providers, eSolutions has deep expertise in serving the post-acute market (skilled nursing, senior living facilities, home care, hospice) and durable medical equipment providers.

### 3. Why is Waystar acquiring eSolutions?

Waystar's mission is to simplify and unify healthcare payments, and the addition of eSolutions is a critical step toward that goal. The absence of a unified platform for both commercial and government claims has long been a pain point for the healthcare industry. With this acquisition, Waystar becomes the first vendor to offer all-payer access and best-in-class patient payments capabilities within a single platform—solving a challenge clients of both companies have faced for many years.

#### 4. What does this mean for clients?

This acquisition is great news for both Waystar and eSolutions clients. Ultimately, eSolutions' technologies will be fully integrated into Waystar's cloud-based, single sign-on platform, eliminating the need for separate revenue cycle platforms to process different types of claims. The combined data set will also drive even greater AI-generated insights for faster reimbursement, fueling increased efficiency and value for our clients.

- Current **Waystar clients** will be able to get paid more quickly for Medicare claims.
- Existing **eSolutions clients** will be able to accelerate reimbursement for commercial claims. They will also gain access to the full Waystar platform and its advanced, AI-driven solutions.