

MEMBER SPOTLIGHT

The company is publicly traded (NASDAQ:CRVL) with annual revenues exceeding \$558M in fiscal year 2018. “We are the only company in the industry with zero debt, and we have had no debt during the 25 years we have been public,” Darren says. “Over 90% of our revenue is organic and not acquired revenue, which means we haven’t had to incur debt to purchase businesses to grow our revenue. Conversely, most of our industry is now owned by private equity, which incurs considerable amounts of debt.”



In January 2019, CorVel’s president, Michael Combs, was promoted to Chief Executive Officer. He succeeds Gordon Clemons, their founder, Chairman and CEO. Mr. Clemons will continue to serve as Chairman focusing his attention on strategy and product development.



CorVel is a national provider of risk management solutions for the workers’ compensation, auto, health and disability management industries with over 35 years of experience. They have 3,700 associates working through a national branch office network covering all 50 states. “Our continued customer growth is a testament to our financial stability,” says Darren Stahulak, Area Vice President. “Our significant investments in new systems and technologies allow us to continue to deliver industry-leading solutions to the marketplace.”

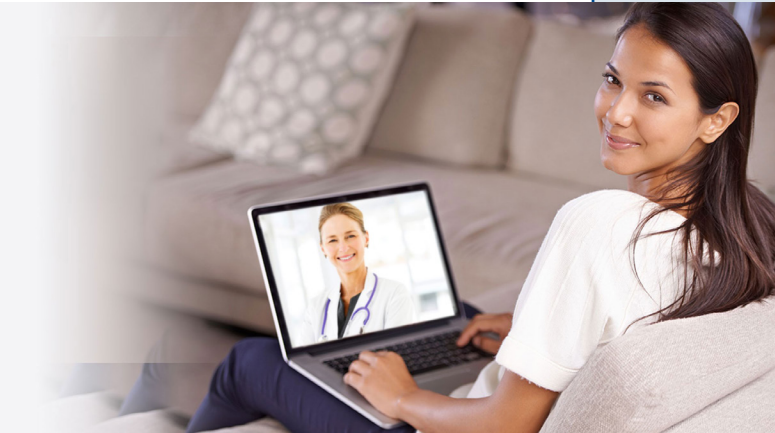
“I have the great fortune to lead a team focused on impacting the outcome of a claim,” he says. “This impact can be as a nurse serving as an advocate for the employee, assisting them in what can be a mosaic of care, to ensuring a provider bill is processed correctly. Or it can be a return to work specialist assisting the injured working in a modified program until they can return to work full duty.

CorVel is built on a decentralized market model. “We deliver innovative, tailored solutions through our national branch office network to over 1,000 customers,” Darren says. “Our organizational model allows us to provide strong local support to our customers, while being supported by national resources, processes and systems.”

CorVel continues to be innovative in the industry. In 2018, they released their data integration tool for the insurance carrier marketplace. The Edge is the latest enhancement from their claims management system caremc.com. The Edge is CorVel’s dynamic and integrated workspace that helps Adjusters take informed action on claims and drive better outcomes for injured workers. The Edge consolidates and prioritizes the complex information across claims such as financials, drug utilization and pharmacy eligibility,



CORVEL



After being screened by a triage nurse, telehealth enables injured workers to connect with a provider through a virtual visit via a computer or smart device to facilitate more immediate care.

treatment guidelines, and work status and brings the most urgent action items front and center so the Adjuster can proactively act on them.

Additionally, CorVel was the first company to offer telehealth in the workers' compensation space and since 2015 they have completed 10,000 virtual visits. "We provide telehealth services as part of our 24/7 Nurse Triage program, offering

injured workers a convenient way to see a doctor," Darren explains. "With telehealth, injured workers have immediate access to providers, eliminating wait and travel times, cutting lag time and costly delays. In addition to preserving the integrity of the patient-physician relationship with confidential, HIPAA compliant transactions, telehealth also channels injured workers to network providers for physical therapy or prescription fills when appropriate."

CorVel's focus is to have a local presence and the Illinois Chamber has continued to be at the forefront of communication of what is happening from a legislative standpoint to the employer community. "Through the IL Chamber, a healthy two way, even layered communication has been established allowing dialogue not only between an organization and the Chamber, but between organizations," Darren says. "Together, we discuss impact of potential legislation, not only to an employer but also to the employee."

"Everyone wins when an employee is returned after injury to the original level of health," Darren says. "I have the fortune of being a part of an organization with this focus and the tools, and most importantly, the people focused on delivering this outcome."