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A subsidiary of the Massachusetts Medical Society



WIN/Staff, Inc. Announces Strategic Partnership with PIAM, A Subsidiary of the Massachusetts Medical Society

(San Diego, CA June 15, 2003) – WIN/Staff, Inc. and PIAM Medical Services, a wholly owned business subsidiary of the Massachusetts Medical Society (MMS), announced today that PIAM has formed a strategic partnership with WIN/Staff to create a Massachusetts statewide electronic credentialing network for Massachusetts physicians and healthcare organizations.

Mr. Jack King, Vice-President of Business Development for PIAM commented, “Physicians and healthcare organizations must find ways to reduce costs associated with the administration of healthcare. The WIN/Staff product is a comprehensive solution that will eliminate the paper chase currently associated with paper-based credentialing application forms and focus on patient care. Physicians need every effective tool available to reduce costs. We are excited to be a part of this new electronic revolution in healthcare.”

Andy Lock, President and CEO of WIN/Staff, said, "Massachusetts has a high concentration of managed care health plans and also some of the best physicians and medical institutions in the world. They are drowning in paperwork and the adoption of our technology will rein in the costs of credentialing. We are excited to be part of the driving force to change healthcare's antiquated administrative methodologies and elevate healthcare's technology to the level of other major industries such as finance and manufacturing.”

About WIN/Staff

WIN/Staff, Inc., headquartered in San Diego, California, provides universal credentialing technology solutions for practitioners and healthcare organizations, including hospitals, ambulatory surgery centers, health plans, Managed Care Organizations, Independent Practice Associations, and Management Service Organizations. WIN/Staff enables practitioners and healthcare organizations to electronically store, update, disseminate and verify credentialing application information using highly secure, efficient and cost-effective technology. For more information contact WIN/Staff at (800) 995-4233 or go to www.winstaff.com.

About PIAM Medical Services and Massachusetts Medical Society

PIAM Medical Services, a wholly owned business subsidiary of the Massachusetts Medical Society, provides a comprehensive array of insurance, financial, and administrative services to anticipate and meet the needs of today's medical practices. PIAM was developed in 1993 by the Massachusetts Medical Society as a resource for physicians who were assuming new types of risks and requiring comprehensive strategies to improve their financial security. The Massachusetts Medical Society was founded in 1781 and is the oldest continuously operating medical society in the United States. With over 18,000 members, they also own and publish the New England Journal of Medicine, one of the most respected medical publications in the world. For more information, contact Jack King at 800-522-7426 or visit www.piam.com.