



HLM VENTURE PARTNERS

Contact:
Ed Cahill
HLM Venture Partners
(617) 266-0030
ecahill@hlmventurepartners.com

HLM Venture Partners Leads Equity Investment in Thomas, Thomas & Walsh

Boston, October 27, 2005 – HLM Venture Partners, a leading health care venture capital firm, today announced it has completed an equity investment in Thomas, Thomas & Walsh, Inc. (TT&W), a hospital focused financial service agency specializing in Medicaid eligibility based in Atlanta, Georgia.

TT&W represents Medicaid and Social Security applicants on behalf of client hospitals. TT&W's service substantially improves the revenue cycle management and cash flows of its client hospitals as well as the care benefits of their patients once enrolled. The US Census Bureau reports that there are approximately 45 million people in the country without medical insurance, representing more than 15% of the population. According to the American Hospital Association, US hospitals provided approximately \$25 billion in uncompensated care. Since its founding, TT&W has helped more than 32,000 patients enroll in assistance programs, resulting in more than \$200 million in reimbursements to over 80 client hospitals in the southeastern United States.

"HLM Venture Partners is pleased to invest in TT&W," said Edward L. Cahill, a Managing Partner of HLM Venture Partners who will join TT&W's Board of Directors. "The uninsured population is a major challenge for the health care system. TT&W has a reputation and track record of delivering a solution to this challenge that benefits both hospitals and patients. HLM has been actively seeking investments that focus on the solving the problems of the uninsured and hospitals' revenue cycle management. The TT&W investment is clearly at the convergence of these themes."

"We chose to partner with HLM because of its extensive background in healthcare. The partnership with HLM will help TT&W further our growth and continue to provide superior value to our customers," said Mark Rapoport, an investor alongside HLM in this acquisition, who joined TT&W as President and CEO. Mr. Rapoport most recently served as COO and CFO of Landacorp Inc., an Atlanta based publicly traded provider of software and disease management services to hospitals and health plans.

"We believe the existing opportunity for medical assistance and eligibility services approaches \$1 billion," said Tad O'Donnell, a General Partner of HLM Venture Partners, who will also join the TT&W Board. "With the underlying complexity and growth in demand, we believe TT&W is well-positioned for significant growth and we anticipate leveraging TT&W's human capital and information assets into additional opportunities to serve the broader health care system."

Joining HLM as an investor and on the Board of Directors of TT&W is Howard Cox. Mr. Cox is a partner of Greylock Partners and a Special Advisor to HLM. He is a former chairman of the National Venture Capital Association, serves on the board of Stryker Corporation, and has been a

board member of more than 25 other private and publicly held companies including Landacorp and Centene, a leading Medicaid managed care organization.

Goodwin Procter LLP served as legal counsel for the investors.

About Thomas, Thomas & Walsh, Inc.

For nearly 20 years, TT&W has provided a comprehensive referral service to over 80 hospitals throughout the Southeast resulting in Medicaid approvals for their patients and Medicaid reimbursements for the providers. The company initiates Medicaid and Social Security applications, prepares appeals for patients up to hearing level, if necessary, and offers a variety of services to help Medicaid applicants expedite determination of eligibility. Altogether, TT&W has successfully represented over 32,000 patients, which has resulted in excess of two hundred million dollars in reimbursements to its client hospitals. Visit the TT&W website at: www.ttandw.com.

About HLM Venture Partners

HLM Venture Partners, based in Boston, Massachusetts, provides venture capital to emerging companies focused on life sciences and medical devices, health care information technology and health care services. HLM Venture Partners supports entrepreneurs as they turn innovative ideas into market-leading businesses, offering guidance on financial structuring, resource allocation and deployment, strategic planning, strategic introductions, and recruitment. For more information, please visit www.hlmventurepartners.com.

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