

Finding **SUCCESS** in a **CRISIS**

**2020**

# Inc. 5000

**BEST ADVICE**  
101 Pages on  
Launching,  
Growing, and  
Winning It All

**STATE OF  
BUSINESS**  
Our 2020  
CEO Survey  
Review

**SECRETS OF  
GROWTH**  
25 Founders  
Tell How They  
Earned It

**LEADERSHIP**  
50 CEOs  
Share Their  
Wisdom

**OUR ANNUAL LIST OF THE  
SHARPEST, SMARTEST,**

**Fastest-Growing  
Companies in  
America**

**Vālenz™  
N° 2065**

**No.1**

**A Classic American  
Success Story**

**48,337% GROWTH!**

**Kabir Barday of  
OneTrust**

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# Inc.

# 50000

N° 2065

Our Annual List of the sharpest, smartest, fastest-growing companies in America

**ROBERT GELB VALENZ**

**3-YEAR GROWTH: 205%**

**LOCATION: PHOENIX, AZ · FOUNDED YEAR: 2004**

**INDUSTRY: HEALTH · EMPLOYEES : 121**

## Vālenz™

Provides medical cost reduction and claims flow management services to its clients in the healthcare industry. Works to create a relationship of trust and alignment between the payer, patient, employer, medical professional and health system.

### About Vālenz™

**Founded in 2004 as United Claim Solutions, Valenz** is one of the nation's leading medical cost reduction and claims flow management organizations. With a vision for the future and the idea of creating expanded solutions to support the self-insured industry, the company expanded its development and use of analytics to significantly impact the medical spend of its clients.

In 2015, fueled by a desire to create a relationship of trust and alignment between the payer, patient, employer, medical professional and health system, the company launched a new division solely dedicated to filling the void in access to high quality, high-value medical networks. Two years later, with the acquisition and integration of INETICO, the company added a suite of care management offerings, all recognized as market-leading through their URAC accreditations.

In 2018, the firm acquired and integrated Zebu Compliance Solutions, a software-enabled business that assures high-quality, compliant medical treatments are always available at appropriate levels of cost for its clients.



Together, these four core services combine into one innovative company - Valenz - and form the foundation of the Valenz promise to engage early and often for smarter, better, faster healthcare. By fully integrating service delivery with data analytics across the lifecycle of every claim, the Valenz ecosystem equips clients to achieve significant health plan savings.

Today, the Valenz ecosystem comprises payers, patients, members, medical professionals, employers and health systems, fueling a robust data engagement and decision enablement platform that allows Valenz to flatten the Claim Cost Arc<sup>SM</sup> while improving quality, care, outcomes and experiences.

**“We engage early and often for smarter, better, faster healthcare.”**

