



February 11, 2014

HealthStream Adds 900 Courses for Post-Acute Care Organizations Through Three Exclusive Partnerships

NASHVILLE, Tenn.--(BUSINESS WIRE)-- HealthStream, Inc. (NASDAQ: HSTM), a leading provider of workforce development and research solutions for the healthcare industry, today announced that it has entered into three new partnerships to offer and deliver a wide array of online training, professional certifications, and continuing education opportunities for healthcare professionals employed in post-acute care organizations. The Institute for Professional Care Education (IPCed), QueTech, and Mather LifeWays Institute on Aging (Mather LifeWays) have each signed on with HealthStream as their exclusive partner to offer their content via the HealthStream Learning Center™ (HLC), an application on the Company's workforce development platform.

As the market leader for over a decade in providing workforce development solutions for the nation's acute care hospitals, HealthStream announced its plans in the first quarter of last year to expand into the post-acute care sector. To execute its post-acute care strategy to first support the three million+ professionals working in long-term care and home health organizations, HealthStream set out to add new partnerships with the industry's best content providers in these areas. "Consistent with our plans discussed in early 2013, our efforts to launch into the post-acute care area are advancing systematically and on schedule with the addition of these three outstanding partnerships," said Robert A. Frist, Jr., Chief Executive Officer, HealthStream. "We are excited to welcome IPCed, QueTech, and Mather LifeWays to HealthStream as we work together to, ultimately, improve the quality of life for our nation's seniors."

Carol Lowell, MS, Partner/Corporate Liaison of QueTech, added that "through their successful efforts in the acute care space, it is widely acknowledged that HealthStream has the industry's best solutions, technology, and expertise to support the healthcare workforce. Our decision to partner with HealthStream as they expand into the post-acute care sector was an easy one: they know how to get our content to those who need it—better than anybody. We are delighted to be on HealthStream's team."

Together, the three partnerships add approximately 900 online courses to HealthStream's content library that's specifically focused on serving the needs of post-acute care organizations.

- From IPCed, HealthStream will offer an extensive collection of approximately 400 online courses, which includes numerous certification and continuing education (CE) programs for home care agency workers, home health, assisted living, and government agencies. Senior care professionals like nurses, social workers, administrators, home care aides, and nursing assistants will be provided with ample learning opportunities through IPCed's engaging, interactive online courses.
- From QueTech, a robust collection of approximately 400 online courses / continuing education units will be offered by HealthStream to home health and assisted living organizations' employees, including nurses, nursing assistants, aides, administrators, physical therapists, occupational therapists, and mental healthcare professionals. National board and state approved CE opportunities will be offered via CE packages and tailored bundles.
- From Mather LifeWays, a broad collection of approximately 100 online courses—based on their award-winning education programs—will be offered by HealthStream. As a non-denominational, not-for-profit organization, Mather LifeWays mission is dedicated to developing and implementing Ways to Age WellSM. Their evidence-based training programs have been shown to result in measureable improvements in the quality of care provided and workforce retention. In addition, Mather LifeWays long-standing thought leadership in the post-acute-care sector will also be leveraged by HealthStream to further reach healthcare professionals providing care to seniors.

Considering HealthStream's long-standing commitment to support the healthcare workforce, the Company's expansion into the post-acute care sector is timely—given current demographic trends. Both long-term care facilities and home health agencies are anticipated to grow in number in the coming years to meet the healthcare needs of an aging population in the U.S. The percentage of the population that is 65+ years old at the current time is 13 percent. This percentage is forecasted to increase to approximately 20 percent of the U.S. population by 2030, according to the American Health Care Association.

"Ensuring that our senior population is well supported with qualified, competent care begins with qualified, competent caregivers—and that's where IPCed is making its mark," said Sharon K. Brothers, MSW, Chief Executive Officer, IPCed. "We've observed that organizations who adopt IPCed's online training experience less than half of the industry turnover rates among their caregivers. Our new partnership with HealthStream greatly expands our ability to reach post-acute care organizations with our content."

All three of HealthStream's new partners share the Company's vision to improve the quality of healthcare by improving the assessment and development of the people who deliver care. "Given our mission-driven culture at Mather LifeWays, it is particularly gratifying to partner with an organization like HealthStream with whom we share the common goal of bringing evidence-based educational programs to those who serve older adults," said Mary Leary, Chief Executive Officer and President of Mather LifeWays. "We are excited about the opportunities our new partnership will bring."

To learn more about HealthStream's solutions for the post-acute care workforce, go to <http://www.healthstream.com/solutions/post-acute.aspx>.

About HealthStream

HealthStream (NASDAQ: HSTM) is dedicated to improving patient outcomes through the development of healthcare organizations' greatest asset: their people. Our unified suite of software-as-a-service (SaaS) solutions are used by, collectively, approximately 3.4 million healthcare employees in the U.S. for training & learning management, talent management, performance assessment, and managing simulation-based education programs. Our research solutions provide valuable insight to healthcare providers to meet HCAHPS requirements, engage their workforce, and enhance physician alignment. Based in Nashville, Tennessee, HealthStream has additional offices in Laurel, Maryland, Brentwood, Tennessee, and Pensacola, Florida. For more information, visit <http://www.healthstream.com> or call 800-933-9293.

This press release contains forward-looking statements that involve risks and uncertainties regarding HealthStream. Investors are cautioned that such results or events predicted in these statements may differ materially from actual future events or results. This information has been, or in the future may be, included in reliance on the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such results or events predicted in these statements may differ materially from actual future events or results. The Company's preliminary financial results, while presented with numerical specificity, are forward-looking statements which are based on a variety of assumptions regarding the Company's operating performance that may not be realized, and which are subject to significant uncertainties and potential contingencies associated with the Company's financial and accounting procedures and other matters referenced from time to time in the Company's filings with the Securities and Exchange Commission. Consequently, such forward-looking information should not be regarded as a representation or warranty by the Company that such projections will be realized.

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Source: HealthStream, Inc.

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