



## HealthStream and Medline Team Up to Offer Workforce Development & Quality Improvement Programs to Long-Term Care Providers

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NASHVILLE, Tenn.--(BUSINESS WIRE)--Oct. 3, 2019-- HealthStream (NASDAQ: HSTM) and Medline announced today a new strategic alliance that will offer a range of workforce-development and quality improvement programs to help long-term care providers, including skilled nursing facilities, assisted living, and home health and hospice organizations, meet changing regulatory requirements in their state.

The last quarter of the year will be especially daunting for providers as they face a handful of new CMS-mandated regulations, including phase three of the *Requirements of Participation (RoP)* and its corresponding implementation. The new strategic alliance between the two companies will champion and expand HealthStream's specialized workforce development programs, including a "Compliance Essentials Program" and "Professional Development Program" that drive clinical development and meet compliance requirements. Each program provides a comprehensive solution to an important, urgent need and is comprised of the specific content, platform functionality, and tracking components required to drive success.

"Delivering our workforce development programs to professionals across the full continuum of care represents a great opportunity to improve the quality of care delivery, which has always been our primary aim," said J. Edward Pearson, president & COO, HealthStream. "Our new strategic alliance with Medline is timely for HealthStream—as it expands our reach in the long-term care space quickly and efficiently," said J. Edward Pearson, president & COO, HealthStream.

For years, HealthStream and Medline have each shared a strong commitment to delivering highly effective workforce solutions, including those focused on the ongoing education of healthcare employees. The new strategic alliance builds on each parties' expertise and shared vision to improve the quality of care delivery. Medline is well positioned across the continuum of care with a particularly strong foothold in the post-acute care space, serving nursing homes, home health and hospice agencies, and assisted living providers.

"While no two healthcare providers have the exact same needs and requirements, it is critical that they all develop a competent workforce that will help meet their regulatory requirements," says Shawn Scott, vice president of strategic business development for Medline's Post-Acute Care division. "This strategic alliance offers the opportunity for Medline to tap into the experts at HealthStream that have extensive regulatory experience and can position our customers to achieve long-term success."

As part of the strategic alliance, Medline will continue its exclusive agreement to offer HealthStream's abaqis<sup>®</sup>, the leading quality improvement program used by skilled nursing facilities. For more than a decade, Medline has been offering abaqis as part of an exclusive partnership with Providigm, which was acquired by HealthStream earlier this year.

Attendees of the AHCA/NCAL Annual Convention & Expo can visit HealthStream's booth (No. 2440) and Medline's booth (No. 1803) on October 14 – 15, 2019 to learn more about the workforce development programs.

### 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 solutions is contracted by healthcare organizations across the U.S. for workforce development, training & learning management, talent management, credentialing, privileging, provider enrollment, performance assessment, and managing simulation-based education programs. Based in Nashville, Tennessee, HealthStream has additional offices in Jericho, New York; Boulder, Colorado; Denver, Colorado; San Diego, California; and Chicago, Illinois. For more information, visit [www.healthstream.com](http://www.healthstream.com) or call 800-933-9293.

### About Medline

Medline is a healthcare company: a manufacturer, distributor and solutions provider focused on improving the overall operating performance of healthcare. Medline works with both the country's largest healthcare systems and independent facilities across the continuum of care to provide the clinical and supply chain resources required for long-term financial viability in delivering high quality care. With the size of one of the country's largest companies and the agility of a family-owned business, Medline is able to invest in its customers for the long-term and rapidly respond with customized solutions. Headquartered in Northfield, Ill., Medline has 23,000+ employees worldwide, a fleet of nearly 1,000 trucks and does business in more than 90 countries. Learn more about Medline at [www.medline.com](http://www.medline.com).

*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 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. These forward-looking statements are based on a variety of assumptions that may not be realized, and which are subject to significant risks and uncertainties, including that the acquisition may not be consummated and that the anticipated financial and strategic benefits of the acquisition may not be realized, as well as risks and uncertainties referenced from time to time in the Company's filings with the Securities and Exchange Commission.*

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