

INTRODUCING: INPERIUM, Inc. & INPERIUM Management Services (IMS)

INPERIUM, Inc. is a 501(c)3 & the sole member consolidator & IMS is a 501(c)3 back-office & employee shared services company that supports INPERIUM's affiliated entities.

INPERIUM was founded in January 2016 in order to create a process for consolidation among service-orientated organizations that uses a unique alternative to traditional mergers and acquisitions through an affiliation model under a non-profit parent supporting organization IMS was founded in 2017 in order to function as the peer company to service affiliates under INPERIUM providing the back office/shared services and to function as the professional employer organization to its affiliates.

BEGINNINGS – OUR FIRST AFFILIATE

To understand the beginnings of INPERIUM you need to know a little background & history about its first affiliate Supportive Concepts for Families, Inc. (SCFF).

In 2013 & 2014, SCFF was searching to find a suitable parent partner based on organizational needs at the time around meeting our services waiting lists, addressing the system changes that were occurring & recognizing the necessity to have access to better systems, additional financing capital, lines of credit for program operations/receivables and reasonably priced employee benefits.

This pursuit resulted in attempts to identify several companies that could be a partner to merge with or be acquired by as an option to advancing SCFF's Mission & responding to these pressures.

The mounting challenges for SCFF to offer enhanced opportunities and meaningful growth to our consumers and staff continued. Our goal was/is to achieve greater scale so that we could leverage larger size economies in order to offer more services within its revenues to the consumers, benefits to staff & create the ability to have a stronger voice in the marketplace. These goals all demanded that action be taken.

As a result, SCFF was unsuccessful in finding this suitable partner or a platform that met their needs even after vetting 3 different type consolidators with 3 different approaches:

1. A profit publically traded company from the Western US operating in all 50 States
2. A non-profit campus based organization from Southeastern PA
3. A non-profit NJ based company with services in the ID & MH sector

SCFF couldn't find the structure that produced an environment that encouraged creativity and offered independence while providing all that was needed to advance its charitable purpose.

INPERIUM CREATION

It was decided that we should develop a platform and foundation that offered to other organizations the same deliverables that SCFF needed & more; it was underscored that we would strive to do it in a new and unique way using ALL that was learned in the three (3) unsuccessful attempts to find a suitable partner.

SCFF was going to be different in how the organizations were related to the Parent/Sole Member and the platform used would be unique and achieve better results. It was NOT going to be like it was to be with them.

INPERIUM was not going to place other Boards, CEOs or business owners in the position of having to choose between who or what suffers in exchange for opportunity & advancement. There is a need for organizations to have diversity & volume in services, greater geographies supported, more payers and size in order to compete in a flat, capitated or declining rate reimbursement climate.

Being able to retain their own organizational identity including culture and mission & competing for volume in the marketplace at the same time while allowing for the continued provision of quality services & enhancements to them is necessary. Increased quality & satisfaction to the end-user customers & savings to the bottom line remain vital priorities. All five (5) of these working in unison:

1. Quality
2. Scale
3. Culture
4. Savings
5. Access to Capital

These are what grounds INPERIUM's offerings. We also offer the protections to employees & the staff working the closest to the people the chance to advance their personal goals related to their work, income or other career connected outcomes under the INPERIUM model post integration.

INPERIUM APPROACH

At INPERIUM & IMS we are flexible with our approach and each agreement is customizable based on choices offered during the affiliation process. In exchange for Board governance amendments related to reserve powers of the Sole Member and having the back office services like payroll, time keeping, electronic medical records, employee benefits, HR services, finance & more overseen by IMS, we can adapt our consolidation model to any organization. This approach includes profit and non-profits resulting in the creation of savings and efficiencies not otherwise achievable.

INPERIUM's model offers an affiliate the opportunity to expand its services, mission, technologies, and create new and exciting opportunities for its stakeholders, clients and staff all while maintaining its EIN, NPI Number, Mission, Board & employees.

INPERIUM will work with the affiliate in continuing to place a high standard on services quality & integrity; we listen to staff, honor feedback & we are flexible. Our affiliates work in unison to create the INPERIUM continuum of care.

In order to remain relevant in today's business world the importance of scale and the ability to leverage the uniqueness of other peer companies around services, payer & geographies make success for ALL of us more likely by sharing the risk across the other peer organizations under INPERIUM.