

Constellation4 Health Acquires Vulcan Health and Closes Pre-Seed Investment

Tampa, FL. June 14th, 2022. Constellation4 Health, a healthcare technology innovator, has acquired all the interests of Vulcan Health, a referral management platform, from Florida Eye Specialists & Cataract Institute, a premier ophthalmology practice on the west coast of Florida. As part of the acquisition, Constellation4 closed its first pre-seed investment from the Henderson Family Office. The Henderson Family Office specializes in real estate development, early-stage private equity investment, and operational management of portfolio entities.

Vulcan Health launched its Referral Management Technology platform in 2021, which disrupts the archaic paper referral system. The new referral management platform takes the paperwork out of the referral process ensuring a win-win-win for the doctor making the referral, the provider receiving the referral, and most importantly the patient. Vulcan Health began as a joint venture between the founder of Constellation4, Saru Seshadri, and Florida Eye Specialists & Cataract Institute. Under the terms of the acquisition, Constellation4 has acquired Vulcan Health fully with cash investments from the Henderson Family Office.

This undisclosed investment represents a significant milestone as the company's first outside capital. Dr. Gregory Henderson, founder of both Florida Eye Specialists & Cataract Institute and Henderson Family Office, will now be joining the company's Advisory Board.

"This is a tremendous accomplishment for the Constellation4 team," said Constellation4 founder and CEO Saru Seshadri. "We couldn't be more excited to have the capabilities built under Vulcan Health as part of our full suite of solutions for Health Insurance Companies and Healthcare Providers. Perfecting the patient circle by improving care coordination is another constellation in our vision. It complements our solution portfolio, improving the payer-provider partnership models, enabling value-based care, and streamlining healthcare workflows."

Saru highlighted that this is the first outside investment in the company, after two years of self-funding and bootstrapping the company to profitability. "This sets the stage for us going for a larger seed raise in early 2023. We also thought it was important for our first investment to come from the Tampa Bay area," Seshadri said.

Dr. Greg Henderson reiterated his commitment to modernizing health care operations for the good of patients, staff, and doctors – which has been a key driver of Florida Eye Specialists' growth over the past several decades.

“Florida residents have trusted Florida Eye Specialists & Cataract Institute with their vision care since 1981,” Henderson said. “As many other areas of healthcare continue to evolve, we recognized a major opportunity to reimagine the traditional referral and care coordination system. We can complete the care circle between patients, providers, and payors by having our Referral Management system under the Constellation4 Health solutions umbrella. I am honored to join the Company’s Advisory Board.”

Florida Eye Specialists & Cataract Institute CEO Chris Hill highlighted how this technology has increased efficiencies within the referral process.

“Our care coordination and referral management solutions are beneficial across the healthcare ecosystem. We are already talking with other vision care and primary care physicians who are eager to begin using the platform. Joining Constellation4 will create some exciting synergies between our referral system and their suite of provider and payor solutions”, Hill said.

About Constellation4 Health

Constellation4 Health is a Healthcare technology company providing innovative and scalable solutions for leading Health Insurance Payers and Providers. As a Salesforce Partner, our products are built on top of the Salesforce Health Cloud which is the world’s #1 CRM for Healthcare.

Solutions include:

Referral Management: Our seamless physician-to-physician referral platform grows market share, prevents leakage, and enables providers to have complete visibility of patient status.

Provider Network Management: Reimagining the workflows between payers and providers is a must to create sustainable payer models. We provide a complete contact to contract platform powered by Salesforce.

Provider Data Management: A single source of truth for provider data powered by a Data as a Service platform that ensures 92% data accuracy compared to an industry standard of 52%

Healthcare Analytics: Automate and mature your Data Science, Predictive Analytics and AI. We have over 100 Use Cases including claims reconciliation, profitability analysis, and HEDIS Campaign Management.

About Florida Eye Specialists & Cataract Institute

Florida Eye Specialists & Cataract Institute is the leading eye care and surgical institute on the west coast of Florida. The practice specializes in routine, surgical, and cosmetic eyecare with a track record of recruiting premier physicians and employees while implementing the most advanced technologies.

Founded by Dr. Gregory L. Henderson in 1981, Florida Eye Specialists & Cataract Institute originated as a standalone clinic and grew to nine locations across Tampa Bay, including in Brandon, Lake Wales, Plant City, Riverview, Ruskin, South Tampa, St. Petersburg and Sun City Center. In 2017, the company rebranded as Florida Eye Specialists & Cataract Institute and has continued its mission of helping thousands find a higher quality of life through better vision.

About The Henderson Family Office

The Henderson Family Office, located in Tampa, FL, and founded by Dr. Greg Henderson in 2014, specializes in real estate development, early-stage private equity investment, and operational management of portfolio entities.

