



News Release

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HealthSherpa.com Enrolls One Million in ACA Coverage

A family is getting enrolled every five seconds through HealthSherpa

SACRAMENTO, Calif. (November 28, 2017) – HealthSherpa.com, the premier health insurance enrollment company, today announced the major milestone of one million Americans enrolled in Affordable Care Act (ACA) coverage since the company’s founding in 2014. As the December 15th deadline for ACA coverage approaches, one household is getting enrolled every five seconds through HealthSherpa.

“I am immensely proud of our team and grateful to our customers for the trust they have placed in us. A great deal of hard work and a fair amount of good fortune went in reaching this major symbolic milestone,” said George Kalogeropoulos, founder and CEO of HealthSherpa. “Thank you to our investors for their faith and support, and to the Centers for Medicare and Medicaid Services for their principled approach to fostering innovation. We are completely committed to helping people find, enroll in, and use affordable health coverage, and are very excited about what the future holds. Onward to 10 million!”

The technology advancements spurring this tremendous growth include HealthSherpa’s invention of Single Site, the predecessor technology to [Direct Enrollment Proxy](#) (DEP) in January 2014. HealthSherpa is one of only a few companies approved to use DEP by the Centers for Medicare and Medicaid Studies (CMS), the division of the federal Department of Health and Human Services (HHS) that operates Healthcare.gov.

Under Direct Enrollment Proxy (DEP), approved companies can accept a full Healthcare.gov health insurance application entirely on their website, similar to how TurboTax® handles tax returns for consumers. This new approach makes it faster and easier for consumers to sign up, and makes it possible for technology companies to ‘build the last mile’ connecting eligible populations including part-time employees, freelancers and early retirees to Marketplace coverage.

Kathleen Utecht, managing partner of Core Innovation Capital and member of the HealthSherpa Board of Directors said, “We’ve always been impressed by the HealthSherpa team’s rare combination of technology leadership and deep commitment to its mission of providing people with access to



healthcare. With so many Americans financially vulnerable, it is more important than ever that people are able to find the right, affordable healthcare plan to meet their needs. HealthSherpa makes that process simple and easy, and this milestone is a reflection that consumers, employers, agents, and carriers agree.”

Mitch Kapor partner of Kapor Capital, founder of Lotus Development Corporation, and investor in HealthSherpa, said, “We invested in the HealthSherpa team because we strongly support the good they are doing by enrolling individuals and families in affordable health coverage. Ensuring affordable access to high quality healthcare is one of the defining social problems of our time, and the HealthSherpa team is making major progress in addressing this need.”

About HealthSherpa

[HealthSherpa](#) is the best way to get individual health coverage, with experience in enrolling over one million people. HealthSherpa partners with large employers, insurers, as well as insurance agencies and agents to support consumers searching for, enrolling in, and utilizing high quality, affordable health insurance coverage. Backed by leading investors, including Core Innovation Capital, Andreessen Horowitz, Founders Fund, Redpoint Ventures and the Kapor Center for Social Impact, HealthSherpa's mission is to help every American feel the comfort and security of having health coverage. The company delivers innovation, technology, and customer service by real people to make coverage easier to understand, faster to sign up for, and simpler to use. Learn more at www.HealthSherpa.com.