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INTERTEL Launches PRE-EX CANVASS, New Medical Canvassing Sub-Brand

Becomes Part of the INTERTEL Family, Providing Integrated Medical Canvassing Services to the Disability and Life Insurance Industry

St. Louis, Missouri (August 28, 2018) – Citing increased demand for Medical Canvassing services from their diverse client base, INTERTEL, the nationally recognized leader in Medical Canvassing, has launched its Medical Canvassing sub-brand, **PRE-EX CANVASS**, the company announced today.

INTERTEL offers Medical Canvassing to allow insurance carriers to take advantage of their dedicated resources, including onsite, full-time employees with the logistical capabilities to continually offer best-in-class service and results. As the industry architect, INTERTEL will provide the most secure, consistent and quality information to the Disability and Life Claims and Underwriting Industry.

“Canvassing for the Disability and Life Insurance sectors is a rapidly growing competency within INTERTEL,” said Steve DeRossett, President of INTERTEL, Inc.

*“We formed **PRE-EX CANVASS** to accelerate our investment in innovative canvassing talent and services, and to provide our clients with a platform for easy referrals and data-driven information solutions. **PRE-EX CANVASS** represents the future of customizing canvassing for the Disability and Life industry.”*

As many as 130 million adults under age 65 in the U.S. have pre-existing conditions. Of those, many apply for private individual or group short-term disability benefits - or - wait and apply for long-term disability benefits based on claims for physical or psychological injuries or illnesses. Insurance companies then review available medical information to make a claims decision. Most long-term disability policies contain a clause that allows an insurance company to make a claim decision on the basis that a pre-existing condition exists. INTERTEL’s **PRE-EX CANVASS** is key in that process.

In securing life insurance, some pre-existing conditions may be automatic disqualifiers. Several pre-existing conditions can make it difficult to obtain life insurance. A **PRE-EX CANVASS** works with life carriers on both the underwriting and claim end to secure the information necessary to make the proper determination on assessing that risk or covering the claim.

*“We’re excited to share the news of the launch of our new **PRE-EX CANVASS** sub-brand,” DeRossett said. “We are founded on the belief that a more tailored level of engagement with the claims industry is key to helping clients in reducing overall costs of claims processing and, at times, avoid cost shifting, or negate the claim completely. **PRE-EX CANVASS** is an evolution of our current INTERTEL capabilities. **PRE-EX CANVASS** has been formed to help our Disability and Life Claims and Underwriting clients better understand the power of a canvass for pre-existing medical treatment and to solve claims issues with accurate, timely, and insightful information.”*

About INTERTEL, Inc.

INTERTEL provides professional, cost-effective investigative services to assist in the fight against insurance fraud. With dedicated staff serving insurance companies, self-insured companies and third-party administrators around the world, INTERTEL knows how to look for fraud and how to obtain information on those who perpetrate it. INTERTEL is the nationally recognized leader and industry architect, provides the most secure, consistent and quality information to the insurance industry.

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