

# Virginia company moves operations center to Utah, headquarters may follow

**By Barbara Rattle**

*The Enterprise*

Verisys Corp., an aggregator and electronic publisher of data on health care providers, has moved its operations center from its home state of Virginia to South Jordan as it continues to ponder whether to relocate its headquarters here.

With the aid of an incentive from South Jordan, the firm is now doing business with approximately 15 employees in roughly 5,000 square feet at 10653 S. Riverfront Parkway, said Verisys project manager Kim Kerr.

"We'll probably grow this year to the 18 to 20 range, maybe a little larger," he said. "But we're consolidating more and more of the operation into the Utah complex and that will grow over time as we build the business."

The operational component of the company, he said, is basi-

cally data infusion.

"We have a primary data source which we maintain and a lot of the information that we have to get is sometimes manual, sometimes it's on different forms of media," Kerr said. "One of the primary responsibilities here is to convert that information into a data format so it can be infused into the data business. We also have a verification business where we verify either online or manually certain types of sanctions and information to make sure that the medical professional that people are checking on is in fact the person that may have received some problem in the past. So we have a manual component to our business and it's all done here in the Utah operations center."

Currently, there are approximately 15 people employed at

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the firm's Virginia headquarters, which the company may move to Utah. The Governor's Office of Economic Development (GOED) has offered Verisys a \$835,000 post performance incentive to do so. Should there be a relocation, the company expects to hire up to 100 new full-time employees over the seven-year life of the incentive. Average salaries would be in excess of 125 percent of the Salt Lake County average wage, including company contributed health benefits. The company would pay \$18 million in new state wages and generate more than \$4 million in new state tax revenue during the term of the incentive.

"We're in dialog with GOED and we're in the process of evalu-

ating the overall impact of moving the [headquarters] here," Kerr said. "It's being positively reviewed by our attorneys and accountants to see what that would entail. We're very close to making a decision but we haven't seen all the details yet. We have a general understanding but we're going to be moving into the detailed analysis phase starting now."

Founded in 1992, Verisys' flagship product is called FACIS (Fraud and Abuse Control Information System). It provides health care professional data aggregation, primarily for regulatory compliance and risk mitigation products and services. The company was created by a former inspector general from the U.S. Department of Health and Human Services and a former assistant secretary and acting undersecretary for the department.