

Intelliscript Case Study

CLIENT

Intelliscript

INDUSTRY

Healthcare

SEEKING A PARTNER, NOT JUST A BUYOUT

When Milliman acquired IntelliScript in 2005, the company was a small healthcare data startup with just three employees. Operating in the specialized field of healthcare data and actuarial consulting, IntelliScript had a solid foundation but needed the right support to scale effectively without losing its innovative approach.

A UNIQUE BLEND OF STABILITY AND AUTONOMY

Unlike traditional venture capital firms that only provide capital, Milliman provided the backing of a respected brand while allowing IntelliScript to maintain its entrepreneurial spirit. The acquisition gave IntelliScript access to essential resources like finance, legal, HR, IT, and marketing at a significant discount, helping the company accelerate its growth.

THE MILLIMAN NAME OPENED DOORS AND CREATED NEW OPPORTUNITES

The Milliman brand also added significant value. With the credibility that came from being part of Milliman, IntelliScript found it easier to secure meetings with major prospects. This allowed the team to focus on nurturing relationships and closing deals, rather than struggling to get in the door.

FOCUSED ON MUTUAL VALUE CREATION

Under Milliman’s ownership, IntelliScript grew from a small startup into a key player in its field. The company thrived by maintaining operational independence, which fueled ongoing innovation and a strong sense of ownership among the team. This model particularly appealed to technology-minded entrepreneurs who valued long-term growth over quick exits.

Chris Martin, who joined IntelliScript shortly after the acquisition, noted, "Joining Milliman was like gaining access to a treasure trove of resources. We had the freedom to innovate while knowing we had the support and credibility of a strong parent company."

LEARN MORE ABOUT MILLIMAN’S APPROACH TO ACQUISITIONS

For companies that seek the resources to scale while retaining control over their vision, Milliman offers an ideal partnership. This growth-focused approach appeals to founders who are looking to build something lasting with the backing of a strong, supportive partner.

[Learn more](#) →



See how
Milliman’s
acquisition
of IntelliScript
drove growth
with resources
and brand
support while
preserving its
entrepreneurial
spirit.

