

Turquoise

Tomorrow's way to get healthcare paid

About Turquoise

Turquoise is a multi-sided healthcare pricing and payment platform on a mission to replace the financial complexity of healthcare pricing. Our Transaction Efficiency platform connects pricing data, contract intelligence, and revenue cycle workflows in one unified system, giving finance teams across healthcare the precision to cut through administrative waste and walk into every negotiation knowing exactly where they stand.

The result: patients get clear costs upfront, not surprise bills.

Turquoise serves providers, payers, employers, brokers, and life sciences organizations. We believe a better system is one where everyone works together, with the patient at the center.

The problem we solve

Healthcare's financial infrastructure is broken, costing the industry nearly \$1 trillion in administrative spend annually. Contracts underlying every payment decision are stored in disparate systems, inconsistently interpreted, and invisible to the parties bound by them. This makes it difficult to translate rates into accurate payments, resulting in denials, overhead, and a poor patient billing experience.

Our goal has always been to move the industry toward clear, accurate, and actionable healthcare pricing... we are building the infrastructure for transparent, real-time payments.

Chris Severn, CEO & Co-Founder, Turquoise

Who we serve

Turquoise is proud to serve finance leaders across the healthcare industry. Our products serve patients, providers, payers, life sciences (drug and device manufacturers), and employers and brokers.

114+
Health Systems
10 / Top 25

30+
Payers
5/Top 5

50+
Life Sciences
8/Top 10

10+
Brokers
6/Top 10

Company details

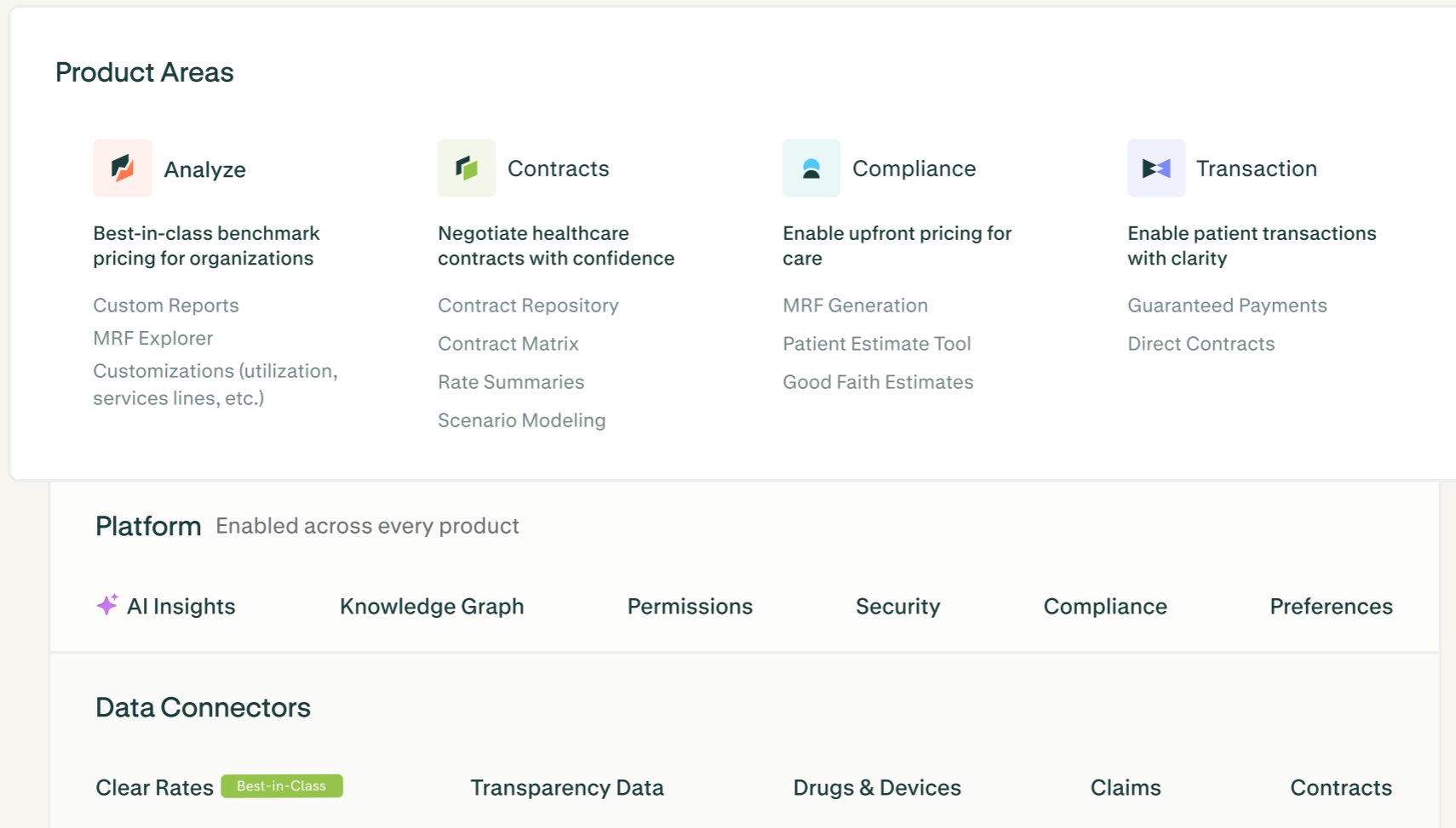
Founded	2020
Website	turquoise.health
Headquarters	San Diego, CA <small>*Fully Remote Company</small>
Funding	Series C 2026 Oak HC/FT
Team Size	200 employees
CEO & Co-Founder	Chris Severn
CTO & Co-Founder	Adam Geitgey
President	Chris O'Dell
Chief of Staff	Carol Skenes

Backed by the best in health tech

a16z	Series A	2022
Bessemer Venture Partners	Series A	2022
Box Group	Series A	2022
Tiger Global	Series A	2022
Adams Street Partners	Series B	2024
Yosemite	Series B	2024
Oak HC/FT	Series C	2026

Products and platform

Turquoise is a multi-sided healthcare pricing and payment platform. We bring the most complete pricing data, contract intelligence, transaction rails, and AI-powered workflows together so providers, payers, life sciences, brokers, and employers can make decisions with confidence.



Turquoise Marketecture

Analyze

One place to price, compare, model, and report using the most trusted healthcare pricing dataset, Clear Rates. Providers, payers, life sciences, and employers can easily create data analyses and visualization with direct visibility into the source and logic behind each data point.

Compliance

Patient-first price transparency compliance solutions that meet the letter and spirit of federal transparency requirements, generating and managing providers' and payers' machine-readable files (MRFs) and delivering patients healthcare prices they can actually understand.

Contracts

Structure contract data, automate workflows, and model revenue-driving opportunities. Contracts helps providers and payers extract key contract data using AI-enabled document tagging so they can monitor their contracts' opportunities and risks with intelligent insights.

Clear Rates

Combining payer and hospital transparency files, claims benchmarks, Medicare fee schedules, and reference data, Clear Rates is the foundational data layer powering every Turquoise product. It bundles weeks of manual reconciliation, normalization, and validation into one analytics-ready dataset.

Transaction

Our modern infrastructure that streamlines billing, coverage, and payment. Providers get paid upfront. Payers get better forecasting. Both get dramatically lower admin costs. Most importantly, patients get clear, predictable pricing and no surprises.

AskTQ

Embedded across the platform, AskTQ acts as a personal assistant for every user, helping providers, payers, life sciences, and employers get fast, defensible answers across their negotiated rates, contract language, and payer policies.

Expert sources and spokespeople

The Turquoise leadership team are recognized experts on healthcare price transparency, contracting, and the financial infrastructure of the American healthcare system. Over the past two years, Turquoise's executives and data have been featured in more than 200 media placements spanning national business press, healthcare trades, and policy publications—including the Wall Street Journal, Forbes, STAT News, Axios, Modern Healthcare, Healthcare Dive, Fierce Healthcare, and KFF Health News.

As the policy and regulatory landscape around price transparency continues to evolve rapidly, Turquoise leaders are available to provide timely, data-driven commentary on compliance trends, payer and provider behavior, CMS rule making, and the future of healthcare payments. Our team has a track record of helping reporters tell complex stories accurately and quickly.

Leaders for interview



Carol Skenes
Chief of Staff & Principal
Regulatory Strategist

Carol Skenes is the Chief of Staff & Principal Regulatory Strategist at Turquoise, where she serves as the company's foremost authority on price transparency regulation. With more than a decade of revenue cycle management experience, Carol is a go-to voice for the industry and press on how transparency rules get written, enforced, and applied. She has written for Healthcare Dive on the shared responsibility of transparency enforcement, has been quoted by Forbes and Fierce Healthcare on CMS price transparency proposals, and regularly contributes on background for all things policy. Carol also leads strategic initiatives and special projects at Turquoise aimed at furthering the organization's efforts to create guaranteed upfront costs for patients.



Chris O'Dell
President

Chris O'Dell is the President of Turquoise, where he oversees strategy, growth, and market development. With more than 15 years of leadership experience across health systems and life sciences, Chris brings deep operational and commercial expertise to the role. Prior to joining Turquoise, he led digital health strategy at Stanford Health Care and advised top biopharma companies on market access and commercial strategy. He has been featured in Pharma Commerce discussing the biggest challenges pharma faces in price transparency and presented at the Access Insights Conference on strategies for using federally mandated price transparency data in pharma. Chris is also a co-chair of the Value-Based Cancer Care committee.



Chris Severn
CEO & Co-Founder

Chris Severn is the Co-Founder and CEO of Turquoise, a company dedicated to eliminating the financial complexity of healthcare. Since 2020, Chris has led Turquoise to become the most trusted name in healthcare price transparency. Chris' expertise is sought by healthcare's governing bodies where he consults on policy, regulation guidance, and more. Chris has testified before Congress on transparency and competition in healthcare and for the past few years, has offered regular commentary to news outlets like STAT. Under his leadership, Turquoise's work on the cost of care in the US has been featured in educational journals and news articles, such as Wall Street Journal, Forbes, JAMA Network, and The New York Times.

Brand guidelines

Guidelines for consistent use of the Turquoise brand in media coverage and materials

Logos

[Download Logos](#)

Primary

Single color

Logomark



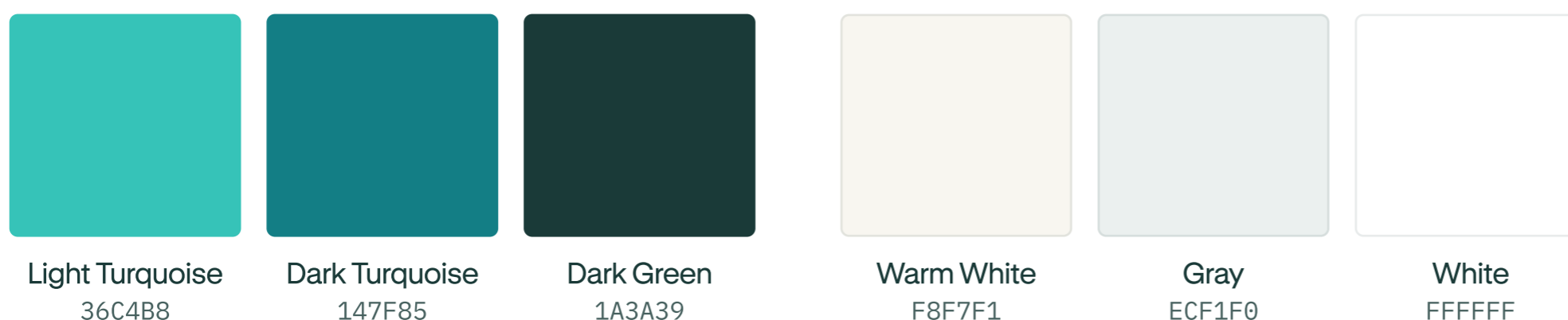
Logo do's

- ✓ Use the provided logo files without modification
- ✓ Use on solid, uncluttered backgrounds
- ✓ Pair with brand colors (see below)
- ✓ Use the dark logo on light backgrounds, reversed on dark

Logo don'ts

- ✗ Alter colors, proportions, or orientation of the logo
- ✗ Place the logo on busy or low-contrast backgrounds
- ✗ Add effects like shadows, outlines, or gradients
- ✗ Stretch, compress, or rotate the logo

Color palette



Typography

GT Standard

Aa Bb Cc Dd Ee Ff Gg Hh Ii Jj Kk Ll Mm Nn
Oo Pp Qq Rr Ss Tt Uu Vv Ww Xx Yy Zz
0123456789

Design by [Grilli Type](#)

Font weight usage Regular (L), Medium (L), SemiBold (M)

*When GT Standard is unavailable, use system sans-serif equivalents (e.g., Helvetica Neue, SF Pro)