

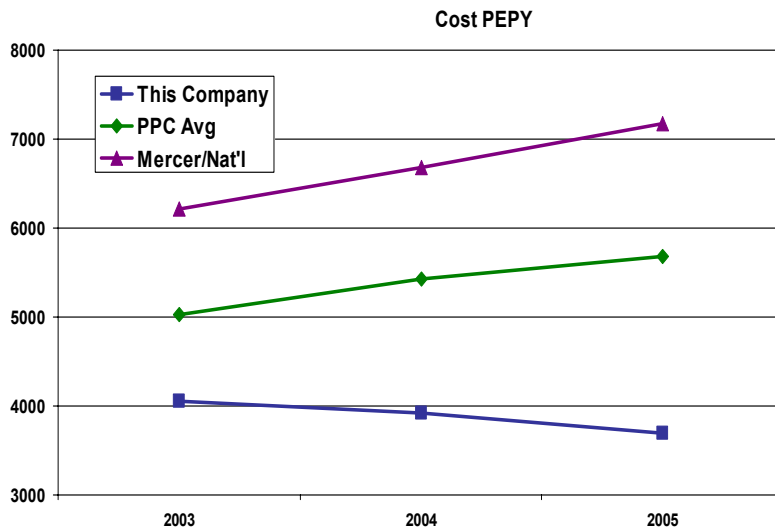
Disease Management Outcomes – Case Study #1

Company Profile:

A furniture manufacturer, located in the Hickory North Carolina area facing intense market pressure from foreign competition and healthcare inflation.

- Number of employees: 309
- Number of Plants/Locations: 4
- Disease Management implemented in Jan. 2003.

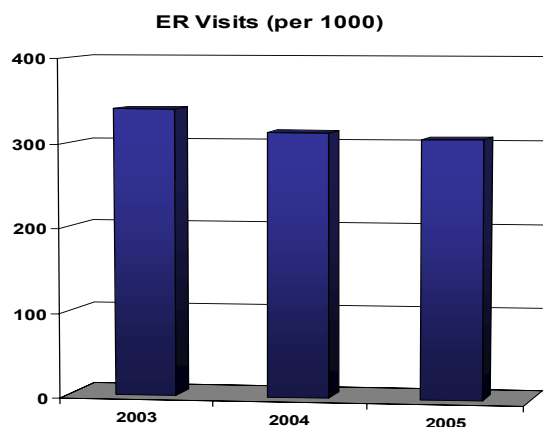
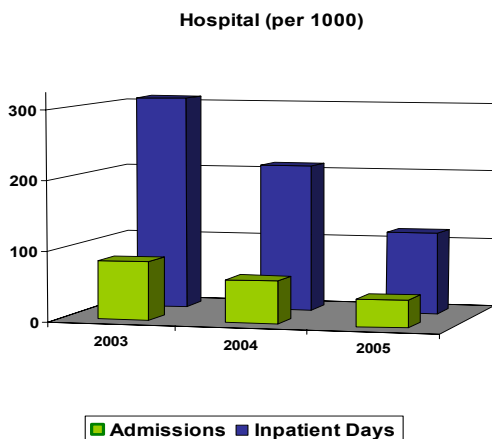
Year	Cost PEPY	Admissions Per 1000	Inpatient Days Per 1000	ER Visits Per 1000
2003	\$4,050	87	320	354
2004	\$3,923	61	211	313
2005	\$3,698	39	117	306



Plan Performance:

Since implementing Disease Management this company has seen healthcare costs actually decrease while National healthcare costs have increased by over 16%.

Inpatient admissions and length of stay have reduced dramatically. ER visits have also reduced.



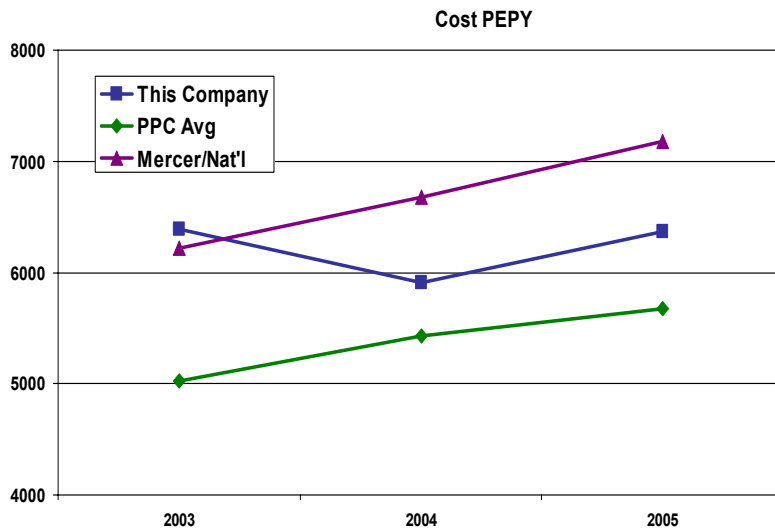
Disease Management Outcomes – Case Study #2

Company Profile:

A regional equipment distributor located in the Charlotte/ Metro area. Labor costs are large part of company overhead. Healthcare and other benefits are an important part of employee retention.

- Number of employees: 177
- Disease Management implemented in Jan. 2003.

Year	Cost PEPY	Admissions Per 1000	Inpatient Days Per 1000	ER Visits Per 1000
2003	6385	71	300	222
2004	5905	56	141	178
2005	6373	68	197	183

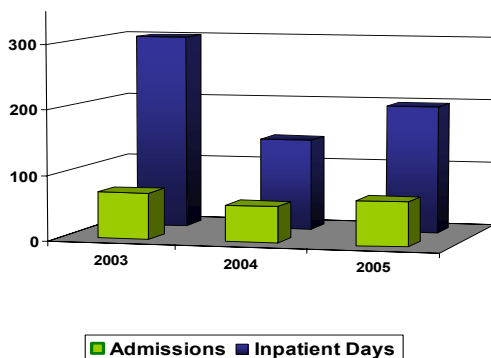


Plan Performance:

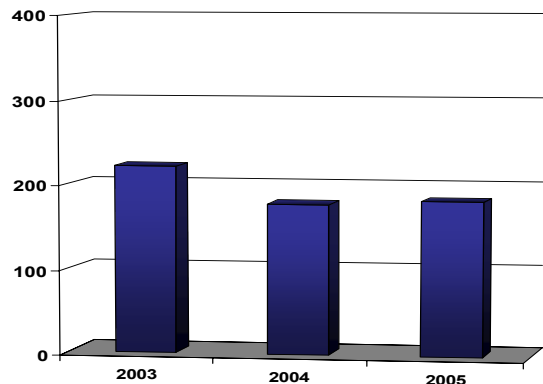
Since implementing Disease Management this company's healthcare costs have flattened offsetting medical inflation over the period.

Inpatient admissions and length of stay have reduced dramatically. ER visits have also substantially reduced.

Hospital (per 1000)



ER Visits



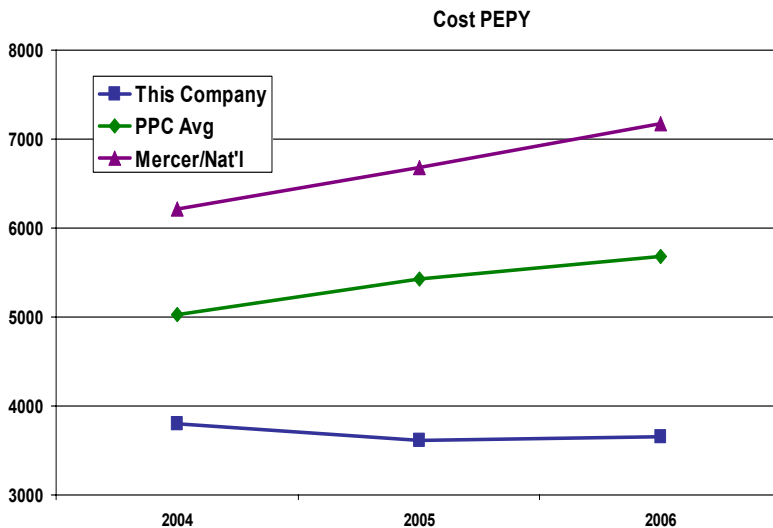
Disease Management Outcomes – Case Study #3

Company Profile:

A leading hotel and resort complex in the Asheville, NC area. Have aggressively implemented a number disease management and employee health & wellness initiatives and incentive programs.

- Number of employees: 534
- Disease Management implemented in Jan. 2003.

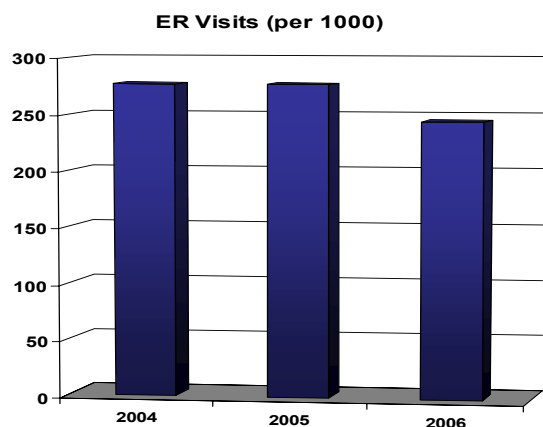
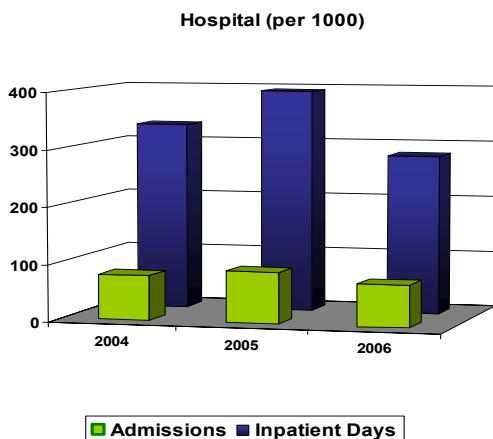
Year Ending (4/30)	Cost PEPY	Admissions Per 1000	Inpatient Days Per 1000	ER Visits Per 1000
2004	3795	79	332	277
2005	3615	90	394	277
2006	3648	74	281	245



Plan Performance:

Since implementing Disease Management this company's healthcare costs have reduced since program implementation!

Inpatient admissions and length of stay have reduced. ER visits have also reduced.



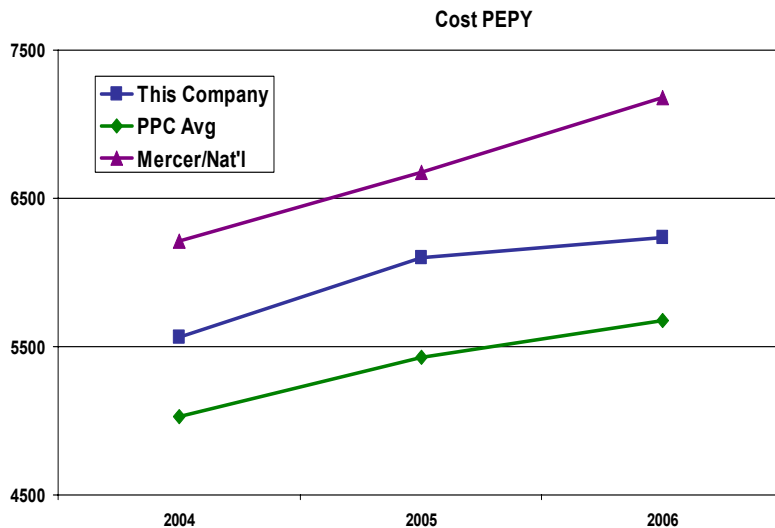
Disease Management Outcomes – Case Study #4

Company Profile:

A large plastics container manufacturer with locations located in the Carolinas and nationally. They have implemented healthgram HRAs, screenings in most locations, and has begun telephonic interventions in all North Carolina locations.

- Number of employees: 917
- Initial Disease Management implemented in 2003.

Year Ending (4/30)	Cost PEPY	Admissions Per 1000	Inpatient Days Per 1000	ER Visits Per 1000
2004	5568	70	236	336
2005	6099	73	227	346
2006	6238	57	177	331

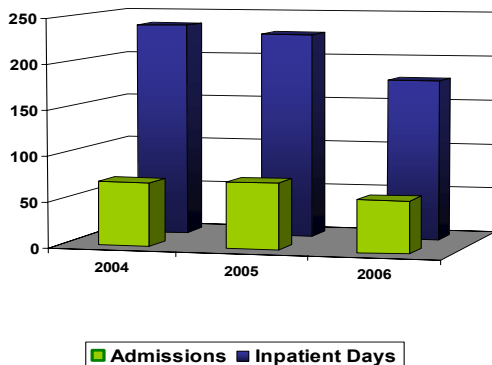


Plan Performance:

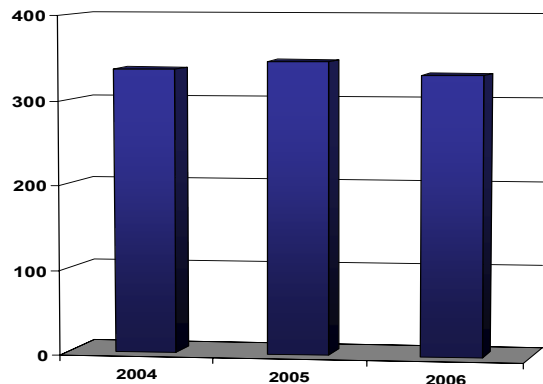
Since implementing Disease Management this company's healthcare costs have reduced from above PPC average to well below it.

While ER visits have remained flat, Inpatient admissions and inpatient days have decreased substantially.

Hospital (per 1000)



ER Visits (per 1000)



Disease Management Outcomes - Case Study #5

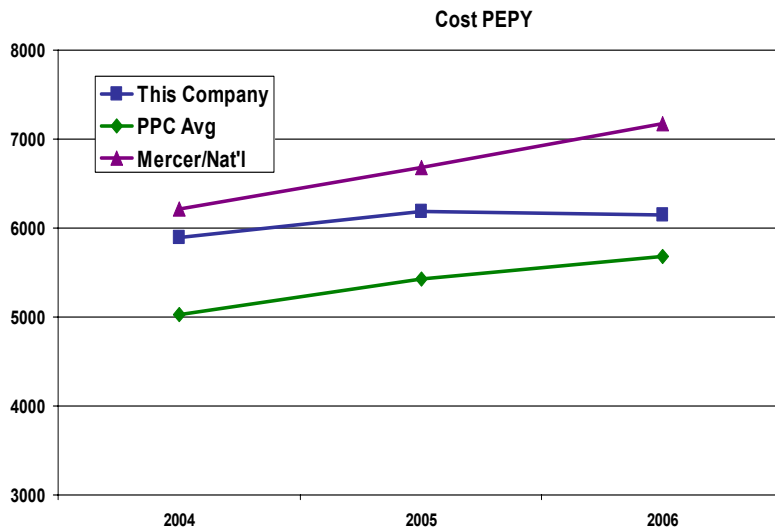
Company Profile:

A regional hospital located in the piedmont area of North Carolina. The company has been doing Health Risk Assessments for a number of years, but no direct intervention on its members.

- Number of employees: 713
- Number of Facilities/Locations: 4
- Nurse Intervention started in 2005

This analysis is through the indicated year to 4/30.

Ending 4/30	Cost PEYP	Admissions Per 1000	Inpatient Days Per 1000	ER Visits Per 1000
2004	\$5,892	84	295	302
2005	\$6,183	105	340	307
2006	\$6,146	83	216	280

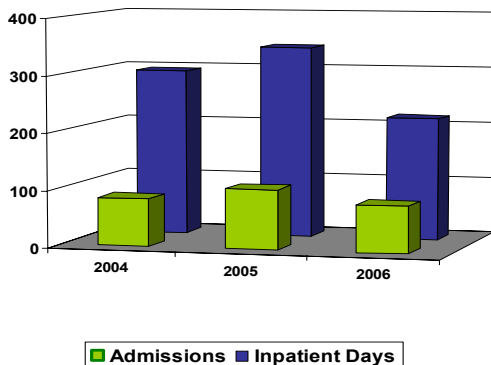


Plan Performance:

A Hospital's own cost and utilization is usually higher than the average healthplan. Since recent nurse intervention was implemented, total plan cost has decreased from the previous year.

Inpatient admissions, LOS and ER visits have all reduced.

Hospital (per 1000)



ER Visits (per 1000)

