

PreferredOne

*Competition in
North Dakota*

August 6, 2009



Who we are

PPO

- **Introduced:** 1984
- **Network:**
 - ✓ 247 hospitals, 13,600 physicians
 - ✓ Includes the seven-state area
- **Product Offering:** Partner with insurance companies and TPAs
 - ✓ 15 insurance companies / 110 TPAs
 - ✓ 5,500 employer groups
 - ✓ 150,000 members

Community Health Plan

- **Introduced:** 1995
- **Network:**
 - ✓ 171 hospitals and 10,800 physicians
 - ✓ Primarily Minnesota, Larger discounts
- **Product Offering:** Insured HMO products for large and small groups
 - Open Access, Choice of copay or deductible plans
 - HRA and FSA Administration, Qualified HSA plans
- ✓ 1,015 clients - 42,175 members

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Administrative Services

- **Introduced:** 1997
- **Network:** Open Access
 - ✓ Multiple options available (*247 hospitals - 13,600 physicians*)
 - ✓ National PPO network relationships (*PHCS, Beech Street*)
- **Product Offering:**
 - ✓ Medical and dental claims administration
 - 140 clients – 129,500 members
 - HRA, FSA, COBRA, HSA qualified plans
 - ✓ Multiple reinsurers

Insurance Company

- **Introduced:** 2004
 - ✓ PreferredOne Insurance Company (PIC)
- **Product Offering:**
 - ✓ Employer stop loss
 - 35 employer groups, 21,735 members
 - ✓ Individual Product (eff July 2006)
 - 1,975 members
 - ✓ Group Product (eff January 2007)
 - High deductible, Qualified HSA plans
 - 20,015 members



Components of an Insurance Product

PROVIDER AGREEMENTS



Plan Design



Claims
Administration



Contract
Type



Impact of Competition

TRUE TRANSPARENCY

- ☐ Administrative Fees
- ☐ Provider Fees
- ☐ Provider Discounts
- ☐ Claims Data

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