

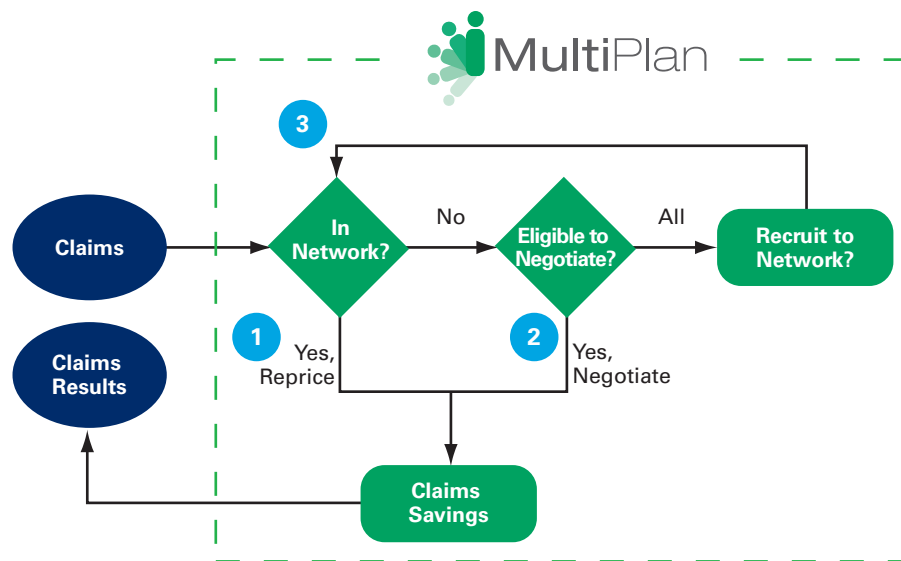


MultiPlan Fee Negotiation Available Through Midlands Choice

Choose the technology and expertise to deliver the *right* defense against out-of-network claims.

Now you can save an average of 30 percent on claims not covered by your networks—with little or no effort and no risk to you.

MultiPlan Fee Negotiation delivers average **savings ranging from 20-48 percent** of billed charges depending on claim type and charge amount, with **success rates as high as 71 percent** for higher value claims. Integrated tightly with the EnterPrice[®] platform for network repricing, MultiPlan Fee Negotiation puts the finishing touches on an integrated multi-tier cost management strategy. With one electronic connection you can now avoid paying the retail cost of any claim — whether covered by a network or not — *and* help identify non-participating providers for targeted recruitment into the network.



As the diagram shows, you save on claims costs in three ways:

- Through existing network discounts
- Through negotiated savings that ensure members aren't billed for the difference
- By targeting for recruitment the providers your members want to see

And with an integrated solution you benefit from shorter turnaround times, fewer errors, and lower administrative costs.

Available from MultiPlan and Midlands Choice:

- The MultiPlan Network (national primary and complementary networks)
- MultiPlan Centers of Excellence network

MultiPlan Fee Negotiation

Industry Leading Technology

MultiPlan's sophisticated technology automatically routes claims to the appropriate negotiator based on a number of characteristics including claim type, amount, provider relationship and workload. Each negotiator is armed with detailed industry and proprietary benchmarks as well as provider negotiating history to facilitate telephone negotiations.

The screenshot displays the MultiPlan software interface. On the left, a 'Claim Detail' tab is active, showing 'Total Charges: \$2,400.00' and 'Beat This (Provider): \$1,560.00 (35.00%)'. Below this is a table of benchmarks with columns for Name, Amount, and Discount %.

Name	Amount	Discount %
Historical Best	\$1.64	(99.93%)
Historical Average	\$1.02	(99.96%)
MDR 50%	\$520.22	(78.32%)
MDR 60%	\$576.95	(75.96%)
MDR 70%	\$640.92	(73.30%)
MDR 80%	\$667.47	(72.19%)
MPI Fee Schedule 597	\$1,280.00	(46.67%)
MPI Fee Schedule 598	\$1,152.00	(52.00%)
MPI Fee Schedule 599	\$1,280.00	(46.67%)

On the right, a sidebar shows 'Due: Today*' for 'Battee, Kamberly' with 'Total Charges: \$2,400.00'. Below this is a 'Fee Negotiation Agreement' section with a barcode and the following details:

Fee Negotiation Agreement

To: ken c
 Fax #: (615) 471-7628
 From: Kenneth Courageous, (212) 672-9900 - Phone
 Date: 01/07/2008

Patient: wbrkimpsq, tiesdhzwc
 Date of Service: 06/21/2007
 Payor: Road Runner Insurance

Acct #: Z9491TJ46
 MultiPlan Claim #: 070712096698
 Payor Claim #: 10270923200010110

Desert Anesthesia Associates (Provider) agrees to accept the Proposed Amount listed below as payment-in-full for services provided to the above referenced patient on the following date(s):

Date of Service	Billed Charges	Proposed Amount
06/21/2007	\$960.00	\$864.00

Upon verbal agreement, a proposal detailing the terms of the negotiation as payment in full is automatically generated, bar coded for accurate tracking, and faxed to the provider for signature. The executed agreement is then received immediately into the negotiator's e-mail queue for rapid delivery to the client.

Negotiators and their managers also benefit from dashboards that help organize their work, facilitate access to information, and optimize the time spent on negotiating savings for clients.

The result is a high degree of success in the shortest time available in the industry today.

Cover all the bases in your defense against the high cost of healthcare. Add MultiPlan Fee Negotiation to your cost management arsenal and never pay the retail cost of a healthcare claim.



For more information: 515.440.3710
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