

CHAPTERHOUSE PRESENTS NEW STRATEGIC ROADMAP FOR HEALTH PLANS AT TRIZETTO'S NETWORK AND CARE MANAGEMENT SUMMIT: URGING PAYERS TO ADDRESS UNDERLYING DRIVERS OF COST AND QUALITY



Tom Main, Founding Partner, presents ChapterHouse's innovative perspective on a new health value solution focusing on how health plans can win the coverage and affordability battle—keeping employers in the benefits game while improving consumer and physician satisfaction.

[Lisle, IL – March 18, 2008] Tom Main, Founding Partner of ChapterHouse, presented "Health Value Solution: Addressing the Coverage and Affordability Crisis" as a featured speaker of the 2008 Network & Care Management Executive Summit, which drew network and care management executives from health plans representing more than 100 million insured Americans. TriZetto's annual summit is part of the company's commitment to create a discussion forum and to offer solutions to critical industry issues impacting health plans.

Main described ChapterHouse's new health plan business model the "Health Value Solution," which offers health plans a new value chain and a strategic roadmap to make the shift from *insurance-and-services* to *health-management*; establishing a differentiated position in the market by addressing the underlying drivers of healthcare cost and quality.

According to Main, employers have grown frustrated with benefit buy down strategies and fee-for-service provider networks, realizing these programs provide short term economic relief but exacerbate the cost and quality of care crisis. Moreover, they are difficult to sustain in the long run.

"Employers, consumers and providers are all looking for new solutions that directly address the real issues and hold the promise of long-term improvements," said Main. Incremental tactics were initially effective but have not provided the needed impact for sustainable improvements in cost and quality. Ultimately health plan leaders are best positioned to address the current system's structural problems (i.e. physician reimbursement, finically engineered benefit designs or transactional service models) that can lead to meaningful reform progress.

ChapterHouse's message is that new models like the Health Value Solution allow health plan leaders to take a leapfrog approach in shaping the industry's future.

This material represents thousands of hours of primary and secondary research along with executive interviews with many health plan and provider leaders. The thought leadership developed and presented at Trizetto's Network & Care Management Summit examines:

- The coverage and affordability crisis as well as the root cause issues that must be addressed
- Expected market disruption as the affordability crisis goes unanswered
- Requirements for strengthening the employer-based private insurance market
- Health business communities and a new payer-consumer-provider collaboration model
- ChapterHouse's proposed new business model—the Health Value Solution
- Specific cost and quality of care implications for care and network management leaders

For more information on ChapterHouse's Health Value Solution, please contact Kathryn Weismantel, Director of Marketing, ChapterHouse, at kweismantel@chapterhouse.com

About ChapterHouse

ChapterHouse, LLC is a leading healthcare strategy consulting firm. The company is recognized for its expertise in corporate strategy, top line growth and market analysis in all major segments of healthcare. Grounded in strong analytics and staffed by experts in payers, benefits administration, healthcare technology, medical products and provider networks, ChapterHouse provides strategic direction, objective analysis and leading edge market data with the goal of enabling positive change for the industry. Further information can be obtained at www.chapterhouse.com or by calling 630-968-6880.