

CHD MERIDIAN HEALTHCARE

***Your Health &
Productivity
Solution***

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Chief Information Officer***



CHD Meridian Business Strategy

Our Vision Statement

To tangibly improve the health and productivity of workforces and communities.

In ways that reduce our clients' employee health care costs, while improving their workforce productivity.

So that we make significant contributions as a leader in the evolving health and productivity sector; and our clients achieve “**employer of choice**” status in their marketplace.

CHD Meridian: The Workplace Healthcare Leader

- Comprehensive portfolio of workplace healthcare.
 - Corporate Health
 - Occupational Medicine
 - Primary Care
 - Pharmacy
 - Disease Management
 - Wellness
- 30-year proven track record
- Strong clinical community of over 1,400 healthcare professionals
- 2006 Market Research (Technomics) identified CHD Meridian as
 - The Largest
 - Most Tenured
 - Most Successful
 - Most Respected



CHD Meridian is an industry leader in workplace healthcare services.

CHD Meridian: Client Benefits

- Who should use our services?
 - Companies that have worksites with 1200 or greater employees
- What value should you expect from these services?
 - Direct economic
 - Better quality care, lower costs
 - Indirect economic
 - Virtuous employee satisfaction cycle
 - Wellness, productivity, “Presentee-ism”
 - Cost avoidance



CHD Meridian provides its clients with tangible and intangible long-term healthcare benefits to its employees and shareholders.

Impact on the Client's Health & Productivity

Employer of Choice

- Patient Satisfaction
- Access
- Availability
- Health Effects
- Trusted Relationship

Worker Safety

- Travel Medicine
- Illness & Injury
- Return to Work
- Emergency Preparedness

Clinical Excellence

- Metric Driven
- Operational Excellence
- External Accreditation

Cost Savings

- Direct Medical
- Reduced Lost Time
- Health Advocacy
- ROI

CHD Meridian Provides 4 Value Propositions

Providing Workplace Health to Corporate America



Morgan Stanley

GOODYEAR



Coors

AVAYA

BorgWarner

citigroup

Horizon



Horizon Blue Cross Blue Shield of New Jersey



MITSUBISHI MOTORS

NEWMONT
The Gold Company



EASTMAN



BLUE RIDGE
PAPER PRODUCTS INC.

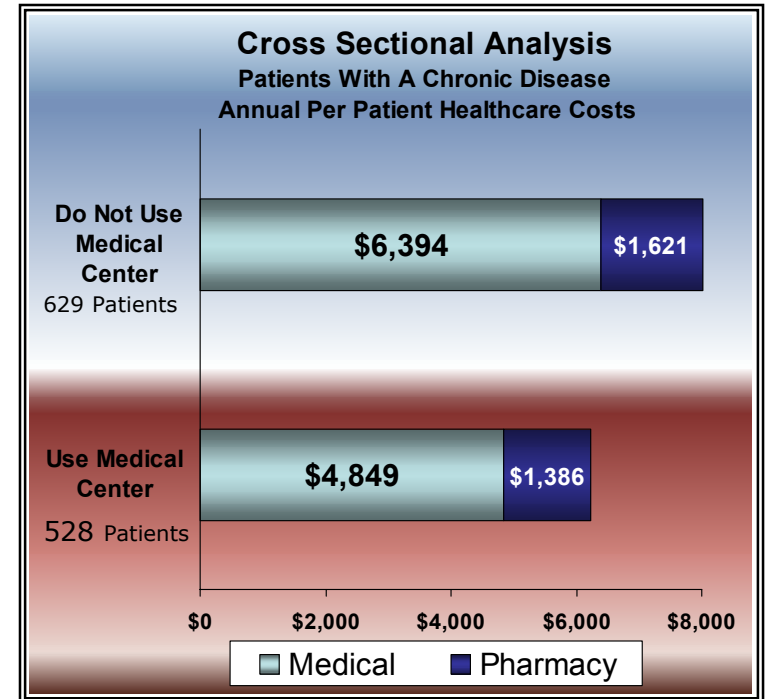
LOWE'S
Improving Home Improvement



Key Findings

(CHD Meridian Care Vs. Community Care)

1. Chronically ill patients 4X more likely to use CHD Meridian for primary medical care
2. Chronically ill patients who utilize the Medical Center for primary care exhibit:
 - **More Primary Care Visits** - 24% more total office visits per year
 - **Less Hospitalization** - Inpatient admission rate **reduced by 50%**
 - **Less ER/Hospital Use** - Hospital outpatient visits **reduced by 42%**
 - **Less need for referral** - Community office visits are **reduced by 36%**
 - **Less prescriptions / More Use of Mail Order** - PBM scripts are **reduced by 61%**



Medical claims costs reduced by 32%
Pharmacy claims costs reduced by 17%
Total medical and Rx costs reduced by 29%

Sample Return on Investment for 4 Sites

	HC #1	HC #2	HC #3	HC #4
# of Employees	1,100	1,400	3,000	9,000
Value of Health Center	\$520,837	\$371,653	\$523,153	\$3,641,557
Total HC Contract Cost	\$120,726	\$121,073	\$131,825	\$1,303,543
Ratio of \$ Spent to \$ Value Received	1 : 4.31	1 : 3.25	1 : 3.97	1 : 2.79

Fortune Magazine Identified Workplace Health as a Great Benefit for Employees

#26 - Is a client of ours

Reason they made the list

“Healthy workers produce healthier profits at this investment bank, which is on our list for the ninth straight year. An unusually extensive onsite medical center provides consults and case management for employees and their families.”

Workplace health services was mentioned several times as the reason why a company achieved “Employer of Choice” status



What Clients Value About Us

- **Core Competency** (CHD Meridian as a “Turnkey” Provider)
- **Cost Advantage**
- **Risk Management - We are there when needed**
- **Integrity**
- **Accountability**
- **Personal Health Information (PHI) Protection**
- **Information Systems and Health Informatics**
- **Benchmarking/ Best Practices**
- **Clinical Excellence & Staffing Expertise**
- **Leadership and a Learning Organization**
- **Depth and Flexibility of Offerings – *We actively listen to our client partners***

