

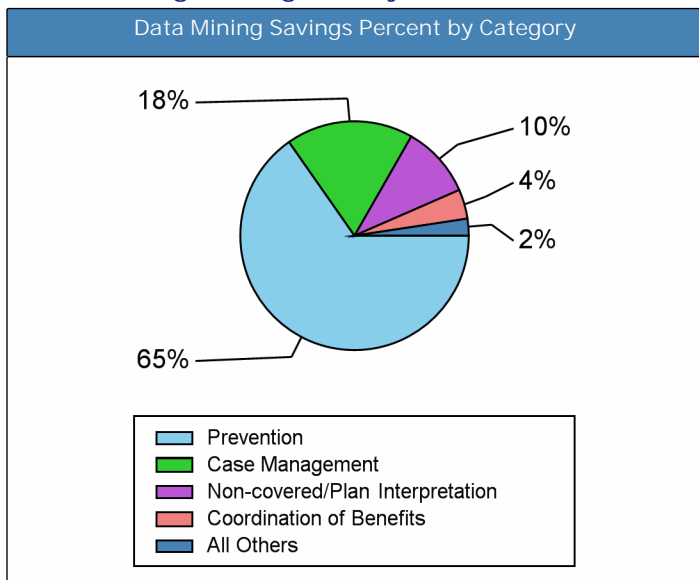


EBS-RMSCO BOB 2010 YTD

1/1/2010 to 9/30/2010

Savings Directly Related to Data Mining \$1,092,316.12

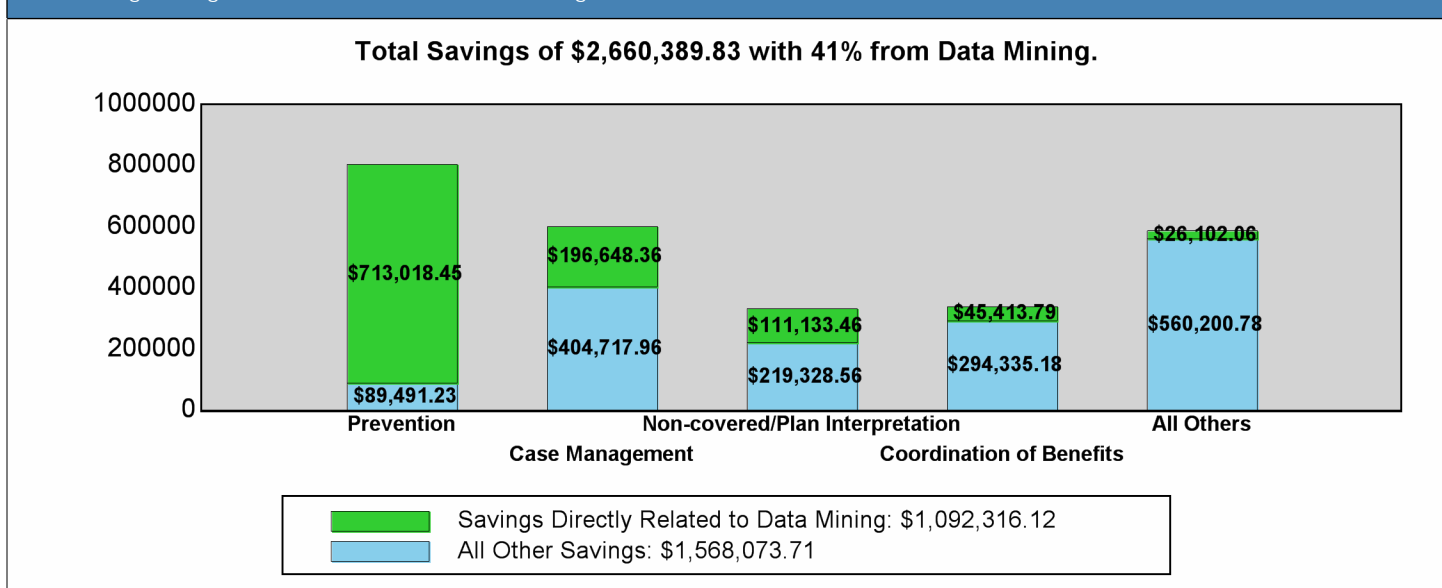
Data Mining Savings Analysis



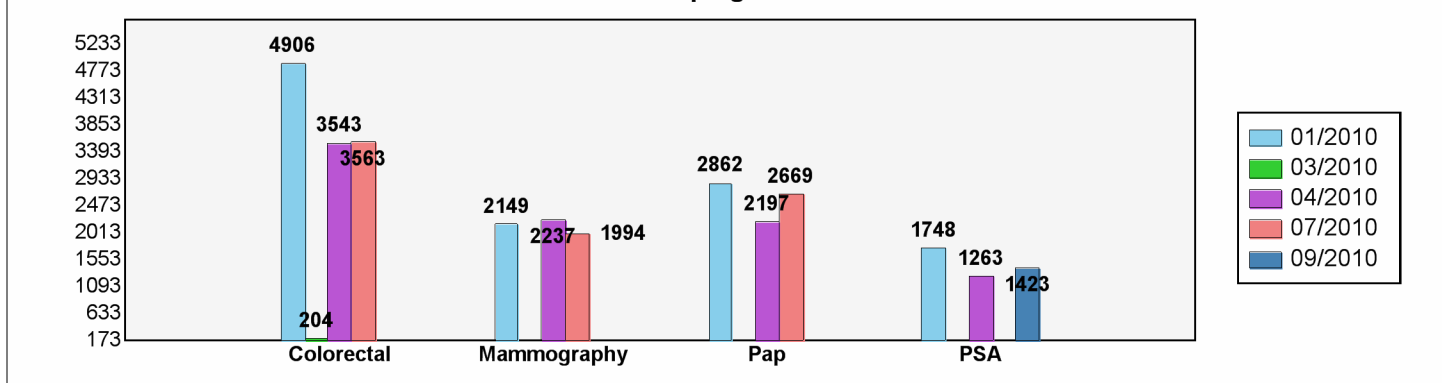
Data Mining Savings Dollars by Category

Prevention	\$713,018.45
Case Management	\$196,648.36
Non-covered/Plan Interpretation	\$111,133.46
Coordination of Benefits	\$45,413.79
Non-covered/Medical Necessity	\$17,198.29
Disease Management	\$4,377.66
Concurrent Review	\$3,577.50
Recovery	\$948.61
Total	\$1,092,316.12

Data Mining Savings Shown as a Percent of All Savings



Prevention Letter Campaigns 1/1/2010 to 9/30/2010



Prevention and Disease Management Letter Detail

1/1/2010 to 9/30/2010

Disease Management		
Date Prepared	Letter Type	Letters Sent
2/16/2010	Asthma Letter- Asthma is a Serious Condition	2
2/17/2010	ACS/CAD Healthy Lifestyle Mailer	146
2/17/2010	CAD-How to Make My Lifestyle Healthier	31
2/18/2010	Asthma- Children Serious Medical Condition	12
2/20/2010	Asthma- Children Serious Medical Condition	5
2/20/2010	Asthma Letter- Asthma is a Serious Condition	81
3/23/2010	Diabetic Retinal Eye Exam Reminder Letter	81
5/14/2010	Asthma & Air Pollution Child	1
5/14/2010	Asthma & Air Pollution May 2010	25
5/14/2010	Physical Activity and Diabetes Adult	129
5/14/2010	Physical Activity and Diabetes Child	6
6/17/2010	Lets Talk About HBP and Stroke	132
7/23/2010	Client Intro Letter	2572
8/5/2010	Asthma-Making Your Home Safe August 2010	38
8/5/2010	CAD/High Blood Pressure August 2010	55
8/5/2010	Diabetes-Very Best Care for your Diabetes August 2010	142
Total Disease Management Letters		3458

Prevention		
Date Prepared	Letter Type	Letters Sent
1/19/2010	Colorectal Member List	4906
3/30/2010	Colorectal Member List	114
3/31/2010	Colorectal Member List	90
4/21/2010	Colorectal Member List	3543
7/26/2010	Colorectal Member List	3372
7/27/2010	Colorectal Member List	191
1/19/2010	Pap Member List	2862
4/21/2010	Pap Member List	2197
7/26/2010	Pap Member List	2410
7/27/2010	Pap Member List	259
1/19/2010	PSA Member List	1748
4/21/2010	PSA Member List	1263
9/7/2010	PSA Member List	147
9/8/2010	PSA Member List	1276
1/19/2010	Mammography Member List	2149
4/21/2010	Mammography Member List	2237
6/28/2010	Milestone Cards for 21 year old Women	156
6/28/2010	Milestone Cards for 40 year old Women	175

6/28/2010	Milestone Cards for 50 year old Men	217
6/28/2010	Milestone Cards for 50 year old Women	216
7/26/2010	Mammography Member List	1836
7/27/2010	Mammography Member List	158
Total Prevention Letters		31522

Total Letters	34980
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Savings Definitions

Savings are Plan costs avoided because of Corporate Care Management's intervention.

Prevention savings is calculated when members have positive cancer screenings following receipt of one or more cancer prevention reminder letters. The savings amount is based on the actual cost of treatment compared to the average cost of treating the same cancer at the next highest cost band. Cost band averages are based on 2009 EBS-RMSCO claims data. When 2009 EBS-RSMCO data is limited, 2009 Verisk Health data is used.