



Memo

To: HFNI Participating Providers
From: Charles Brewer, President & CEO
Date: 8/18/2010
Re: New Health Plan Contract

We are pleased to announce that Health First Network has signed an agreement with Humana to participate in their HMO Medicare Advantage product. Humana has not had an HMO product in the area before but they have offered both the Private Fee For Service Product (PFFS) and a Preferred Provider Organization Product (PPO). This new HMO product will be effective 01/01/11. Currently Humana has approximately 3,500 members in PFFS and PPO. They expect that with conversions from those two products and new sales they will have about 2,000 members in the Humana HMO product after open enrollment. HFNI will be at risk for this product. As such we will be responsible for physician network development, credentialing and medical management. PCP claims will be paid locally and all other claims will be paid by Humana.

I think it is a testament to the strength of Health First Network that Humana chose to offer a product of this nature only after reaching an initial agreement with HFNI. We have what I would say is a well deserved reputation for dealing with the physicians fairly while delivering quality products for the members, your patients.

Please give this product your immediate consideration. I will certainly answer any questions you may have and as always your main contact point is Jenny Caillouet, Manager of Network Development.

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