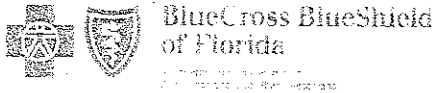


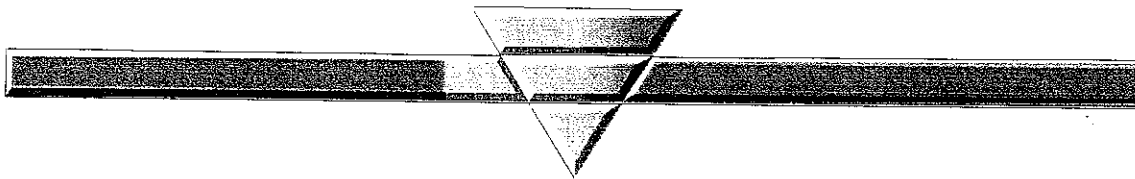
060657



City of Gainesville

AS renewal

01 2007



Marketing Team:
Sue Kelman - Strategic Account Executive
Jan Goess - Account Coordinator

City of Gainesville Renewal Summary – 2007

Current Paid Claims & Capitation (09/01/2005 - 08/31/2006)	<u>Cost</u>	<u>PCPM</u>	<u>Increase over current</u>
	\$10,847,358	\$355.19	
2007 Projected Claims @ 10% trend for 16 months	\$12,317,175	\$403.31	13.5%

Estimated ASO Fees for 2006	<u>Cost</u>	<u>PCPM</u>	<u>PMPM</u>	<u>BlueChoice</u>	<u>BlueOptions</u>
Estimated ASO Fees for 2007 - BlueChoice	\$1,572,245	\$51.28	\$26.49	<u>PCPM</u>	<u>PCPM</u>
2007 Projected Total Cost	\$1,686,300	\$55.00	\$28.41	\$54.15	\$39.58
	\$14,003,475	(+12.7%)		\$58.08	\$42.55

<u>Blue Choice Fees 2007 (+7.25%)</u>	<u>Blue Options Fees 2007 (+7.25%)</u>
Single \$33.22	Single \$32.21
Family \$76.40	Family \$74.10

Note: 2,555 contracts used; 59,356 member months used.
 \$268,297 pharmacy rebates have been paid to the City of Gainesville to date in 2006
 (Includes 4 payments for 1st quarter 2005 – 4th quarter 2005)

Claims PCPM last renewal: \$319.91

BCBSF Major Account Performance Report
 Prepared For: City of Gamesville (16035)

Benefit Plan: PPO
 Claims Basis: Service Date With Three Months Run Out

Network and Program Estimated Savings Report
 For The Time Period: Jun 2005 Through May 2006

	PPC In Network				PHS / PPS In Network				NON Network/ Out Of State				
	Billed	Allowed	Savings	Services	% Disc	Billed	Allowed	Savings	Services	% Disc	Billed	Allowed	Services
INPT FAC.	6,890,923	1,905,504	4,985,419	389	72.3	0	0	0	0	0.0	465,774	325,226	23
OUTPT FAC.	5,364,326	2,256,340	3,107,986	4,336	57.9	431	431	0	1	0.0	293,881	220,909	637
PHYSICIAN	6,927,349	2,838,153	4,089,195	24,554	59.0	487,415	238,689	248,726	1,868	51.0	535,787	192,899	1,244
OTHER	1,184,926	451,097	733,828	5,514	61.9	15,190	4,544	10,646	61	70.1	472,823	238,394	1,623
TOTAL	20,367,524	7,451,095	12,916,429	34,793	63.4	503,037	243,664	259,372	1,930	51.6	1,768,265	977,429	3,527
Total PPC/PHS/PPS Savings: 13,175,801													
Total Billed: 22,638,825													
Total Allowed: 8,672,188													
Total Paid: 7,252,906													
PPC Facility Inpatient Use: 94.4													
PPC Facility Outpatient Use: 87.1													
PPC Physician Use: 88.7													
PPC Other Medical Use: 76.6													
Total PPC, PHS, PPS USE: 91.2													
Billed = Submitted Charges													
Allowed = Negotiated Agreements Between Provider And BCBSFL													
Savings = Difference Between Billed And Allowed Amounts													
% Discount = Savings Amount Divided By Billed Amount													
Claim Adjustments May Impact Calculated Network Savings Amounts. Excludes Prescription Drugs													