



Axene Health Partners, LLC

Health Actuaries & Consultants

www.axenehp.com

Corporate History and Background

Axene Health Partners, LLC (AHP) was formed in 2003 to provide high value/high quality health consulting services to select organizations. All AHP consultants have extensive experience at industry recognized consulting organizations prior to joining AHP. AHP is an independent organization wholly owned by its management.

AHP's consulting mission is to two-fold:

- Have a positive impact on today's health care system assuring affordable, high-quality, cost-effective, patient-centered care for all.
- Provide a positive impact to our clients as they interact with the health care system

AHP will accomplish this mission by:

- Providing a workplace environment that encourages creativity and innovation, while providing appropriate financial rewards for individual involvement and effort.
- Effectively communicating our ideas, knowledge and work products to our clients and other publics to benefit them and to favorably impact their lives and their business operations.
- Utilizing value-based fee levels
- Attracting highly skilled, hard working staff with well-rounded knowledge about health care delivery systems, health care financial structures, clinical aspects of patient care and treatment and varied administrative organizations and processes.

AHP believe this is best accomplished using a multi-disciplinary staff including actuaries, clinicians and those with expertise in information systems, provider relations, management of complex change and marketing.

AHP Professionals and Locations

AHP's is lead by the following team of senior professionals:

- David V. Axene, FSA - President & Consulting Actuary, Founding member, (david.axene@axenehp.com)
- Richard L. Liliedahl, MD - Chief Medical Officer and Member (rich.liliedahl@axenehp.com)
- Nicholas J. Yphantides, MD - National Director of Health & Wellness (nicholas.yphantides@axenehp.com)
- John F. Fritz, FSA, MAAA - Consulting Actuary (john.fritz@axenehp.com)
- Dennis J. Hulet, FSA, MAAA - Consulting Actuary (dennis.hulet@axenehp.com)

- Gregory S. Pence, FSA, MAAA - Consulting Actuary (greg.pence@axenehp.com)
- John Price, FCA, MAAA - Consulting Actuary (john.price@axenehp.com)
- Stephen Wong, ASA, MAAA - Consulting Actuary (stephen.wong@axenehp.com)
- Scott Bender - Associate Actuary (scott.bender@axenehp.com)

AHP currently operates from the following locations:

- Winchester, California
- Aliso Viejo, California
- Coto de Caza, California
- Danville, California
- Murrieta, California
- Prineville, Oregon
- San Anselmo, California
- San Diego, California
- San Francisco, California
- Seattle, Washington

AHP is experiencing business growth and will add professional staff and operating locations as our client needs demand.

AHP Clients and Services Offered

AHP serves a variety of clients all targeted in and around the health care system and provides many different services. AHP professionals include actuaries, clinicians, IT professionals, management consultants and communications/PR professionals. Some of the services we provide include:

Employer Health Plan Sponsors
Complete risk assessment and develop risk adjustors
Develop, assess, implement health and wellness programs
Determine claim reserves (IBNR) for self-funded benefit programs
Develop premium rates, employee contributions, COBRA rates
Price and value alternate benefit options
Reinsurance and stop-loss strategies
Review, assess and develop communication packages
Model consumer driven health care benefit programs
Medicare Part D Subsidy

Governmental Agencies
DoD/CHAMPUS rate development
Insurance Department rate filing reviews
Medicaid Department <ul style="list-style-type: none"> ▪ Disease management programs ▪ Managed care demonstration projects ▪ Provider contracting assessments ▪ Health & Wellness programs
Medicare <ul style="list-style-type: none"> ▪ Medicare Advantage programs (i.e., Parts C and D) ▪ Reimbursement assessment and analysis ▪ Health care policy consulting ▪ CMS Desk Reviews
Risk Adjustors <ul style="list-style-type: none"> ▪ Effectiveness assessments ▪ Selection of risk adjustor methodology ▪ Assessment of health and wellness programs

Health Plan
Board Retreats
Develop communication and public relations programs
DoD/CHAMPUS rate development and bidding
IBNR review and determination <ul style="list-style-type: none"> ▪ Quarterly reviews ▪ Year-end reviews ▪ Statements of opinion ▪ Auditor support
Market Assessments <ul style="list-style-type: none"> ▪ Plan performance ▪ Provider contracting levels ▪ Expense levels
Medical management <ul style="list-style-type: none"> ▪ Disease management programs ▪ Methodology assessment ▪ Assessment of Value (ROI) ▪ Practice guidelines usage ▪ Predictive modeling ▪ Health and wellness programs
Medicare Advantage (i.e., Parts C and D programs) <ul style="list-style-type: none"> ▪ Rate development ▪ CMS filings

<ul style="list-style-type: none"> ▪ SNP plans ▪ Benefit design
<p>Operations review</p> <ul style="list-style-type: none"> ▪ All departments ▪ Staff level assessments ▪ Performance review and improvement
<p>Organizational assessments</p> <ul style="list-style-type: none"> ▪ Reporting structures ▪ Due diligence
<p>Predictive Modeling</p> <ul style="list-style-type: none"> ▪ Methodology selection ▪ Integration with medical management ▪ Integration with underwriting
<p>Provider contracting</p> <ul style="list-style-type: none"> ▪ Market assessment ▪ Contracting methodologies ▪ Provider profiling ▪ Cost Shift Analysis
<p>Rate Filing</p> <ul style="list-style-type: none"> ▪ Review of internal documentation process ▪ Filing with regulators ▪ Medicare Supplement plans
<p>Rate Manual Development</p> <ul style="list-style-type: none"> ▪ Pricing basis ▪ Actual/Expected analysis and reporting ▪ Benchmarking
<p>Reinsurance and risk management analyses</p>
<p>Risk Adjustors</p> <ul style="list-style-type: none"> ▪ Effectiveness assessments ▪ Selection of risk adjustor methodology ▪ Negotiate with vendors ▪ Health and wellness programs
<p>Strategic Planning</p> <ul style="list-style-type: none"> ▪ Business planning ▪ Risk adjusted surplus allocations ▪ Managed care strategy ▪ Merger/acquisition support
<p>Tiered Networks benefit programs</p> <ul style="list-style-type: none"> ▪ Tiering design and methodology ▪ Communication assistance
<p>Underwriting Review</p> <ul style="list-style-type: none"> ▪ Process review and improvement ▪ Predictive modeling integration

<ul style="list-style-type: none"> ▪ Small group medical underwriting process and methodologies
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Hospitals and Health Systems
Board Retreats
Medical Management Reviews <ul style="list-style-type: none"> ▪ Chart Reviews ▪ Medical management assessments ▪ Health plan procedural reviews ▪ Health and wellness programs
Provider Contracting <ul style="list-style-type: none"> ▪ Market assessments ▪ Contracting methodologies ▪ Cost Shift analysis
Provider profiling
Quality of care reviews <ul style="list-style-type: none"> ▪ Hedis reviews
Reinsurance analysis
Revenue enhancement studies
Risk Adjustors <ul style="list-style-type: none"> ▪ Methodology assessments ▪ Vendor negotiations ▪ Health and wellness programs
Strategic Planning <ul style="list-style-type: none"> ▪ Resource planning studies ▪ Short and Long range planning

Medical Device Company
Assessment of Value for new technologies
Board Retreats
Communication and public relations programs for existing and new products
Product Pricing
Reimbursement and product recognition

Medical Group
Board Retreats
Capitation Development/Review
Communication and public relations programs for existing and new products
Compensation and income distribution studies
Disease Management programs

Fee Schedule Development
Health plan contracting <ul style="list-style-type: none"> ▪ Methodologies ▪ Market assessment
Medical Management Review <ul style="list-style-type: none"> ▪ Methodologies ▪ Effectiveness studies ▪ Benchmarking ▪ Health and wellness programs
Reinsurance analysis
Risk Adjustors <ul style="list-style-type: none"> ▪ Methodologies ▪ Provider performance measurement ▪ Health and wellness programs
Strategic Planning <ul style="list-style-type: none"> ▪ Resource planning studies ▪ Short and long term planning

Pharmaceutical companies
Assessment of Value
Board Retreats
Communication and public relations programs for existing and new products
Disease management programs
Portfolio Management
Product Pricing
Risk based programs

AHP's Approach To Business

AHP is serious about its mission statement. AHP's emphasis on having a positive impact on both the health care system and its clients drives its approach to doing business. All of AHP's products and services are health care focused. All AHP professionals and related staff deeply care about the health care system and our clients who use, work with, or work in the health care system. AHP is committed to delivering high quality work products for a fair and reasonable price, yet reflecting the value of the advice we give. AHP is committed to attracting world class professionals and staff committed to the AHP approach.

The core of the AHP business model is establishing and building a trust relationship with our clients and contacts. We want to earn the highly valued trust of our clients and contacts and become a trusted advisor to them. This trust-based decision model requires unquestioned integrity, both internally

and externally. AHP commitment to be trustworthy is demonstrated by the quality of staff it recruits and retains and by the business practices it implements. One example of this commitment is its Professional Practice Guidelines, which govern the way AHP operate.

For more information, please contact AHP at info@axenehp.com or one of its professionals.