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PRESS RELEASE

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New Hampshire Hospitals/Systems Join with Harvard Pilgrim Health Care to Create Benevera Health

New Company Will Bring People and Technology Together to Improve Quality and Reduce Cost

(MANCHESTER, NH) Dartmouth-Hitchcock, Elliot Health System and Frisbie Memorial Hospital announced today that they are entering into a joint venture with Harvard Pilgrim Health Care to form a new company that will improve the quality of health care in New Hampshire while at the same time reducing costs.

The groundbreaking entity, called Benevera Health, will take health care coordination to a new level by bringing together clinical, financial and operational data from across partner institutions to provide actionable analytics for clinicians to further improve the quality and efficiency of patient care. At the center of this approach will be locally-based care advocates who will identify early opportunities to engage patients – especially those with chronic, complex or emerging conditions - and provide them with one-on-one support. Benevera Health will help physicians raise the standard of care, leading to a better patient experience and better health outcomes.

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The new company will be jointly owned by all the partners who will share both financial and clinical outcome responsibility for the patients in their care. Together they will make significant investments in technology systems, analytics and personnel and will share financial risk. Benevera Health is expected to drive down the cost of health care, allowing Harvard Pilgrim to keep premiums lower and consistently more competitive for members. In 2016, premiums will be about 4% lower than they would be without this partnership, with continuing improvement expected in following years.

A key difference between Benevera Health and other companies in the market is that it is not an insurance company. It is a population health improvement company owned and governed by its partner health care systems/hospitals and Harvard Pilgrim. The hospital/health system partners will have a voice in the design of Harvard Pilgrim's insurance products and its strategy in New Hampshire.

This new joint venture will support all of Harvard Pilgrim's over 80,000 fully insured members in New Hampshire, regardless of which plan they have. Additionally, there are plans to support all self insured members. Harvard Pilgrim will continue to offer a robust product portfolio that includes both its full network plans and its ElevateHealth high-performance network plans.

Benevera Health's sophisticated approach to population health improvement will:

- Provide health care clinicians with access to more robust information about best practices and care outcome patterns to guide their care recommendations
- Offer outreach by trained New Hampshire healthcare professionals to address emerging, complex or chronic health issues and identify appropriate solutions
- Establish thoughtful member health monitoring systems to allow timely health care intervention to reduce the need for urgent care, thus reducing costs and providing

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better health outcomes

- Provide information to allow members and their physicians to make informed choices about specialty physicians, facilities and treatments based on associated outcomes
- Allow for comprehensive analysis of payer and provider data to optimize care delivery and cost, based on the New Hampshire patient experience

“We have heard our community leaders and the patients who rely on us for their healthcare needs,” explained Jim Woodward, President and CEO, Elliot Health System. “They want collaboration by and among the healthcare leaders and they expect us to preserve the excellent care we provide while finding innovative solutions to the cost of that care. Benevera Health is that solution and Elliot Health System is proud to be a member.”

“As we work toward managing and improving population health – and not just health care – collaboration among patients, providers and payers is becoming increasingly important,” noted Dartmouth-Hitchcock CEO and President Dr. James N. Weinstein. “Our goal of creating a sustainable health system – one that improves the lives of the people and communities we serve, for generations to come - is advanced greatly by initiatives like Benevera Health.”

"Frisbie Hospital is excited to be joining Benevera Health, said President and CEO John Marzinzik. “This is an opportunity for us to partner with strong organizations to develop a model of population health that will help provide more comprehensive care for our patients.”

“Our new company is a game changer,” said Eric H. Schultz, President and CEO of Harvard Pilgrim Health Care. “We began this discussion with the creation of ElevateHealth. Today, we take the next, very important step by forming a new population health improvement entity owned by providers and a health insurance company. We all are taking risk for patient costs and health care outcomes across all Harvard Pilgrim products in New Hampshire. The goal is to vastly improve patient care in New Hampshire by injecting personnel and new technology

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that will provide doctors and other clinicians with the information they need to help their patients make the best choices about their health care. This system will create value and enable us to pass on that value to patients, members and employers.”

Benevera Health will begin its operations on Jan. 1, 2016. The partners are beginning the process of hiring about 40 health care professionals, most of who will work at the partner hospitals as patient care advocates. The new company will be led by Corbin Petro, the current president of ElevateHealth, the precursor to Benevera Health, which was launched in 2013 as a partnership among Harvard Pilgrim, Dartmouth-Hitchcock and Elliot Health System. Previous to that, she was the Chief Operating Officer at MassHealth, Massachusetts’ Office of Medicaid. Petro has an extensive background in healthcare including advising a US Senator on health reform, and roles at Bain and Company, Goldman Sachs, Deloitte Consulting and American Management Systems. Petro will report to a board composed of senior leaders from each of the partners and will co-lead Harvard Pilgrim’s New Hampshire market team, bringing an increased provider input to Harvard Pilgrim’s New Hampshire business.

By better aligning health care delivery with best practice analytics and proactive patient intervention, Benevera Health will improve the overall quality of care delivery and the health of patients.

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