

WellNet Health Plans

---FOR IMMEDIATE RELEASE---

Local Company Launches Money-Saving Health Plan for Pennsylvania Small Businesses

ALLENTOWN, Pa. (December 14) – WellNet Health Plans has teamed up with two of Eastern Pennsylvania's largest provider networks -- Berkshire Health Partners and Valley Preferred to offer a new medical benefit programs for small and medium-sized businesses. The new program was designed to reduce health costs by 25 percent and still provide members access to more than 5,000 doctors within 33 hospitals in 12 counties.

"We're thrilled to partner with Berkshire Health Partners and Valley Preferred to provide quality health care to the residents of Berks County and the Lehigh Valley," said David Feinberg, Co-President of WellNet Health Plans. "Thanks to our innovative approach to funding health benefits, local businesses will be able to save money on health care without reducing their employees' choices of doctors and hospitals."

WellNet allows firms to take advantage of the benefits of self-insurance, thereby cutting out the insurance company middle man -- and his excess profits.

Each month, a company pays a fixed premium to WellNet, just as it would for conventional insurance. If its employees' medical claims fall below that fixed premium in a given month, the difference accrues as savings to be captured at the end of the year. If monthly claims go above the fixed premium, stop-loss insurance included in the plan covers the difference.

At the end of the year, if total claims fall below total premiums paid, the employer reaps the difference as savings.

A centerpiece of WellNet Health Plans is the Point to Point (P2P) Healthcare software platform developed by Maryland-based Healthcare Interactive. Through the P2P interface, employers can track their health plan performance in real time, identify potential opportunities for savings, and even find ways to improve the health of their workforces.

"We're very excited to work with WellNet to meet the medical needs of residents of Berks County and the Lehigh Valley," said Chuck Wills, President & CEO of Berkshire Health Partners. "As a locally-owned entity ourselves, we value WellNet's commitment to the Berks and Lehigh Valley community."

"WellNet's value proposition aligns perfectly with our dedication to our patients," said Jack Lenhart, M.D., Interim Executive Director of Valley Preferred. "Together, we look forward to delivering high-quality health care in a cost-effective manner."

"WellNet's innovative technology allows its clients to measure and manage their health costs in real time," said Selicia Chronister, Sales Manager for Valley Preferred. "Finally, small businesses can take control of their health benefits from big insurance companies and ensure that they're getting good value for their health dollars."