

## **Susan OConnor**

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**From:** David Pierce  
**Sent:** Monday, May 1, 2017 3:28 PM  
**To:** Susan OConnor  
**Subject:** FW: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Susan,

Can you make sure this is saved on the T drive? Thank you.

**David Pierce**  
Director of Operations, PRM Analytics

**Milliman**  
111 Monument Circle, Suite 601  
Indianapolis, IN 46204 USA

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**From:** Burkholder, Mary [mailto:[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)]  
**Sent:** Monday, April 10, 2017 4:31 PM  
**To:** David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>  
**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>; Thomas, Kristin C <[kthomas6@wellspan.org](mailto:kthomas6@wellspan.org)>  
**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Hello all,

Below is the email approval from Dr.Chodroff to proceed with our relationship. Meanwhile, we are checking with Legal in regards to the existing BAA as there may be an additional needed due to the fact that Population Health is a different legal entity from WellSpan Health. That is referenced in Dr.Chodroff's email.

Hi Mary,

Please forward this email to our Milliman.

We have successfully completed Milliman's proposed proof of concept project ("Evaluation Period") with satisfactory confidence that PRM Analytics can produce the necessary and accurate reporting for claims and risk analysis. As such, we are committed to fully endorse and proceed with the contractual agreement dated January 31, 2017 that defined this proof of concept project, subject to approval of a Business Associate Agreement.

Regards,

Charles H. Chodroff, MD, MBA, FACP  
Senior Vice President, Population Health & Chief Clinical Officer  
WellSpan Health  
45 Monument Road, Suite 200  
York, PA 17403  
"Working as one . . . "

*Kind Regards,*

*Mary Burkholder, MBA, Population Health Lead Data Analyst | WellSpan Health | (717)851-3017 | 3421 Concord Road | York, PA 17402*

*Plant flowers in others' gardens and your life becomes a bouquet*

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**From:** David Pierce [<mailto:david.pierce@milliman.com>]

**Sent:** Thursday, April 06, 2017 5:06 PM

**To:** Burkholder, Mary <[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Mary,

I believe the current language covers this scenario. Per exhibit A, additional and existing lines of business enrollment growth are subject to the table. Any lives over the 59K priced will be billed at the rate of \$0.12 PMPM. We will process the commercial claims together to calculate the predictive models but will surface the three commercial populations as separate reports. There would only be additional fees if you exceed the 59K member count we quoted originally.

If you have the Medicare Advantage file in the same extract format as the commercial data, we can work with that. We will require a way to identify the Medicare Advantage lives apart from the Commercial. If the Medicare Advantage data is in its own extract we can handle that as well. Thank you.

**David Pierce**

Director of Operations, PRM Analytics

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**From:** Burkholder, Mary [<mailto:mburkholder2@wellspan.org>]

**Sent:** Thursday, April 06, 2017 3:20 PM

**To:** David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

All,

I haven't yet heard back from Dr.Chodroff, but believe that the language will have to be altered in some way to reflect the inclusion of this plan data. You are correct that we won't need any of the SaaS quarterly add-ons for these 2 populations, but we will indeed be including their claims and enrollment with our commercial data file. We do want the standard PRM reporting for each as separate plans within the application. Currently, we have <1000 members in the Aetna ACO plan, and about 2800 in our Charity Plan (Healthy Care Card). Does the inclusion of these in our data change the contract pricing?

Regarding Geisinger Medicare Advantage, will you be expecting that data in a separate extract file to load to a Medicare Advantage application?

Kind Regards,

*Mary Burkholder, MBA, Population Health Lead Data Analyst | WellSpan Health | (717)851-3017 | 3421 Concord Road | York, PA 17402*

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**From:** David Pierce [<mailto:david.pierce@milliman.com>]

**Sent:** Thursday, April 06, 2017 10:55 AM

**To:** Burkholder, Mary <[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

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Mary,

For the purposes of the covered lives count we only use the assigned lives. The assignable population is available for analysis in the product, but those lives do not count toward the covered lives number. I cannot recall either why those two populations were excluded. I think it was because they are smaller than the minimum lives needed to run the analytics so they would have to be included with the other commercial lives. Please let us know if you have any additional questions. Looking forward to continuing the relationship. Thank you.

**David Pierce**

Director of Operations, PRM Analytics

**Milliman**

111 Monument Circle, Suite 601  
Indianapolis, IN 46204 USA

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**From:** Burkholder, Mary [<mailto:mburkholder2@wellspan.org>]

**Sent:** Wednesday, April 05, 2017 5:35 PM

**To:** David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Sorry, but I have another last minute 't' to cross. Do the total lives include or exclude the MSSP assignable population? I have always assumed assigned or in other words just the covered lives.

Thank you.

----- Original Message -----

Subject: RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

From: "Burkholder, Mary" <[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)>

Date: Apr 5, 2017, 4:16 PM

To: David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

I sent it on its way.

It occurred to me though, why is Aeta Commercial and Healthy Card Charity Plan excluded? We will send those claims combined with the Commercial file containing WellSpan Plus. I honestly don't remember why that note was made, although they are relatively small populations.

*Kind Regards,*

*Mary Burkholder, MBA, Population Health Lead Data Analyst | WellSpan Health | (717)851-3017 | 3421 Concord Road | York, PA 17402*

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**From:** David Pierce [<mailto:david.pierce@milliman.com>]

**Sent:** Wednesday, April 05, 2017 3:22 PM

**To:** Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; Burkholder, Mary <[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Mary,

We have the attached signed and executed agreement. Per the provisions in Exhibit A, the trial period can be extended to a full license with written notice that you would like to move forward.

We would need an email or document from Wellspan agreeing to extend the PRM License from the Evaluation Period to a full license subject to the terms in the attached agreement with the contract date of today.

Once we receive that notice, we will confirm receipt and prepare the invoice for contract year 1. Please let us know if this is agreeable to you. Thank you.

**David Pierce**

Director of Operations, PRM Analytics

**Milliman**

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Indianapolis, IN 46204 USA

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**From:** Art Wilmes

**Sent:** Wednesday, April 05, 2017 11:34 AM

**To:** Burkholder, Mary <[mburkholder2@wellspan.org](mailto:mburkholder2@wellspan.org)>; David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>

**Cc:** Susan OConnor <[Susan.OConnor@milliman.com](mailto:Susan.OConnor@milliman.com)>

**Subject:** RE: Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

WE will revise and send to you. Thank you.

**Arthur L Wilmes, FSA, MAAA**  
Consulting Actuary

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**From:** Burkholder, Mary [<mailto:mburkholder2@wellspan.org>]  
**Sent:** Wednesday, April 05, 2017 10:28 AM  
**To:** Art Wilmes <[art.wilmes@milliman.com](mailto:art.wilmes@milliman.com)>; David Pierce <[david.pierce@milliman.com](mailto:david.pierce@milliman.com)>; Mark McCurry <[mark@catalystapartners.com](mailto:mark@catalystapartners.com)>  
**Subject:** Wellspan PRM Analytics License 01\_24\_2017\_v1.docx

Hello all,  
I'm sending this to Dr.Chodroff today for signature but before I do, believe that the effective date needs to be changed. Is this something we can do on our end?

Kind Regards,

*Mary Burkholder, MBA, Population Health Lead Data Analyst | WellSpan Health | (717)851-3017 | 3421 Concord Road | York, PA 17402  
Plant flowers in others' gardens and your life becomes a bouquet*

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Message string: KqxH=TU

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