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**FOR IMMEDIATE RELEASE**

**Press Release**

## **Milliman MedInsight provides analytic platform and tools to emerging data-driven healthcare system**

**Leading healthcare data warehousing system now available to providers and community organizations, supported by new sales and marketing team**

Seattle – Feb. 2, 2010 – Milliman, Inc., one of the premier global consulting and actuarial firms, today announced that its data-mining analytic platform, MedInsight®, is now available for use by a wider variety of healthcare organizations seeking improved efficiency. MedInsight has created a new sales and marketing team to engage these organizations, which include accountable care organizations, community data-pooling operations, and provider groups looking to implement risk-based contracting and the “medical home” model. MedInsight will continue to serve its core market of health plans, third-party administrators, and employers.

“With an estimated \$600 billion of wasteful spending in American healthcare each year, many new concepts and business models are emerging with a focus on improving transparency and reducing healthcare cost inflation,” says practice leader and Milliman principal Kent Sacia. “At the core of many such efforts is an understanding of healthcare utilization. MedInsight is already essential for health plans as they manage their utilization, and now it is available to care providers, chartered-value exchanges, and anyone else interested in better understanding how their utilization patterns contribute to their healthcare costs. In recognition of the increased interest in this technology, not to mention the challenge of reaching these new markets, we have added new sales and marketing talent to the organization,” Sacia concluded.

“There is widespread recognition that the fee-for-service approach that dominates American healthcare does not always encourage quality and efficiency,” said Todd Fessler, MedInsight’s new director of sales and marketing. “Now, many are experimenting with accountable care organizations and other models that can drive definable, defensible economic benefits. MedInsight is the ideal platform for these initiatives and is already the engine for many chartered-value exchanges, which need to measure and report on quality, efficiency, and utilization.” Fessler, who joined in May 2009, brings nearly 20 years of healthcare sales and marketing experience to Milliman MedInsight, including successful stints selling decision support and analytics products. He added, “We believe that our MedInsight platform, as well as several new stand-alone MedInsight tools, will assist healthcare organizations by offering deep insight into cost and utilization, thereby improving both patient outcomes and medical loss ratios.”

In addition to Fessler, the new sales and marketing team includes sales consultant Mike Bush and product consultant Nancy Zoelzer. Bush has more than 25 years of healthcare experience in both management and production roles with in-depth knowledge of the Medicare and Medicaid markets. Zoelzer brings a successful track record of product and sales support, along with project management



and network contracting experience, including ten years with one of the largest health plans and seven years at a regional integrated delivery network.

For more information on MedInsight, go to <http://medinsight.milliman.com/> or contact Todd Fessler at [todd.fessler@milliman.com](mailto:todd.fessler@milliman.com).

### **About Milliman**

Milliman is among the world's largest independent actuarial and consulting firms. Founded in Seattle in 1947 as Milliman & Robertson, the company currently has 52 offices in key locations worldwide. Milliman employs over 2,400 people, with a professional staff of more than 1,100 qualified consultants and actuaries, including specialists ranging from clinicians to economists. The firm has consulting practices in healthcare, employee benefits, property & casualty insurance, life insurance and financial services. Milliman serves the full spectrum of business, financial, government, union, education and nonprofit organizations. For further information, visit [www.milliman.com](http://www.milliman.com).

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