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Beech Street Corporation Acquires BestCare, Incorporated

In January 2005, Beech Street Corporation increased its market presence in Louisiana and Mississippi through the acquisition of BestCare, Inc., a Preferred Provider Organization based in Baton Rouge, Louisiana.

BestCare operates a flexible, regional network of more than 7,000 physicians, 130 hospitals, and 300 ancillary providers, tailored to suit the needs of all employers.

BestCare's clients now have access to Beech Street's nationwide PPO network. "BestCare has a reputation of providing quality, flexible networks to their clients," said Bill Hale, President and CEO of Beech Street Corporation. "This acquisition further strengthens the breadth and quality of Beech Street's already superior PPO presence in the marketplace, making Beech Street the logical choice as a network partner."

Hale added, "Charlie Calvi, the CEO of BestCare, has consistently demonstrated enormous integrity and unparalleled ethical support for the productive collaborative relationship we were fortunate enough to develop several years ago. He is someone in whom we have placed a great deal of trust and his company exemplifies the strength of the local networks we do business with throughout the United States."

"Our relationship with Beech Street," said Charles D. Calvi, President and CEO of BestCare, "has been extremely productive for our clients and providers and we are excited about being part of a prestigious national PPO while continuing to maintain our sensitivity to the dynamics in our local market."



News On The Street

Wrap Networks Improve Cost Efficiency

In addition to offering our national PPO network, Beech Street can also improve your cost efficiency by providing access to providers that supplement a local or regional PPO network.

Wrap networks benefit clients by extending their network outside of their primary geographical area and aid in keeping healthcare claims costs at a minimum. They're especially useful in instances where members travel outside of a service area or move away to attend school and require medical attention, or for domiciled members that live in remote areas. With a Beech Street wrap network, clients gain access to the nation's leading PPO network to increase penetration and improve discounts.

Besides the substantial savings that clients can realize through the wrap network, Beech Street offers several repricing options, such as Electronic Data Interchange (EDI), to increase our clients' efficiency.

EDI allows clients to submit daily batches of ASC X 12N 837 v4010A1 claims transactions electronically to Beech Street. They are processed through our automated repricing and network provider matching applications and returned electronically to the client via the same method, providing clients with short turnaround times and greater efficiency.

Are you taking advantage of all Beech Street has to offer? Contact your Beech Street Account Manager for information on how you can start saving your organization money today.

Stop-Loss Repricing Enhancements

Effective this month, Beech Street Corporation has enhanced our repricing system by adding new stop-loss capabilities. Both line-level and global stop-loss provisions may be included in inpatient and outpatient services for greater flexibility in generating savings.

This new functionality will allow our contractors to use new and enhanced stop-loss options to control medical costs when contracting with Beech Street network facilities. New stop-loss clauses are implemented as our national contracting team negotiates new or renewal contracts.

These repricing enhancements are one of the many ways that Beech Street uses technology to improve cost efficiency.

Please contact your Beech Street Client Interface Analyst at 800.BEECH.ST if you have questions regarding these enhancements.

Network Updates

Holy Name Hospital Joins Beech Street's Network

Effective March 1, 2005, Holy Name Hospital has been added to the Beech Street network in Teaneck, New Jersey.

Affiliated with New York Presbyterian Health System, Holy Name Hospital is a fully accredited, not-for-profit community hospital founded by the Sisters of St. Joseph of Peace in 1925. Since then, the hospital

has grown to become a comprehensive 361-bed medical center coupling medical technology with an enduring tradition of compassion and respect for patients.

Holy Name Hospital is a recent recipient of the 2005 Distinguished Hospital Award for Clinical Excellence by HealthGrades, the nation's leading independent healthcare quality company.

More information on Holy Name Hospital can be found at www.holyname.org.

Increased Texas Access

Beech Street is pleased to announce increased access in Plano, Texas, with the addition of both Baylor Regional Medical Center and Baylor Ambulatory Endoscopy Center.

Both facilities are part of the Baylor Health Care System, a not-for-profit healthcare provider based in North Texas. Baylor Health Care System is a network of hospitals, primary care physician centers and practices, rehabilitation clinics, senior health centers, and affiliated ambulatory surgery centers.

Both facilities became part of the network as of December 1, 2004. More information on Baylor Health Care System can be found at www.baylorhealth.com.

Beech Street Hospital Earns Magnet Status

John C. Lincoln Hospital – North Mountain was recognized for patient care excellence this past December by the nation's foremost authority on nursing quality,

when it earned "Magnet" status – a designation that places this facility in the top two percent of America's hospitals in patient care.

Magnet status, awarded by the American Nurses Association, has become a coveted recognition earned only by the nation's most respected hospitals. The hallmark of Magnet hospitals is providing the very best in nursing care and upholding the tradition of the professional nursing practice. Magnet designation helps consumers locate health care organizations that have a proven level of excellence in nursing care.

All Magnet hospitals must earn the status by meeting 14 rigorous standards shown to improve patient care and outcomes. Falling short in even one standard disqualifies the hospital from earning the Magnet designation, regardless of performance on the remaining standards.

John C. Lincoln Hospital – North Mountain is located in Phoenix, Arizona. More information about this hospital and the John C. Lincoln Health Network can be found at www.jcl.com.

Beech Street Extends Contract with CareCentrix®

Effective January 1, 2005, Beech Street Corporation has extended its national contract with CareCentrix®, a division of Gentiva Health Services, Inc., to offer substantial discounts for services rendered to Beech Street clients and members.

CareCentrix is a single source for traditional homecare services including skilled nursing and therapies, home infusion, and durable medical equipment.

More information on CareCentrix can be found at www.carecentrix.com.