



To: Midwest Health Plan Contracted Providers

From: Dr. Mark Saffer
President, Midwest Health Plan

Bill Alvin
President, Health Alliance Plan

Date: September 26, 2011

Subject: Strategic Alliance of Midwest Health Plan and Health Alliance Plan

We are pleased to announce the strategic alliance of Midwest Health Plan and Health Alliance Plan as we join together to strengthen our collective position to be successful in addressing the challenges and opportunities ushered in by the federal health care reform legislation. This unique alliance will result in providing HAP, Midwest, and our providers with opportunities to increase market share.

HAP and Midwest have reached a definitive agreement for HAP to acquire Midwest Health Plan. HAP intends to maintain Midwest Health Plan as a separate, wholly-owned subsidiary. Dr. Mark Saffer, the founder of Midwest Health Plan will maintain his position as President and, with Midwest Health Plan's current management team, continue to lead the company under the Midwest Health Plan name and location in Dearborn. The acquisition is pending federal and state regulatory approvals. We do not anticipate obstacles to regulatory approval, which is expected to be obtained before the end of this year.

Midwest Health Plan member access to providers, coverage and service will continue uninterrupted. We look forward to a strong relationship with the provider community now and in the years ahead. Provider reimbursement will remain at the current rates contracted with Midwest.

This strategic alliance between two highly respected Michigan-based health plans—HAP, focused on the commercial, Medicare and individual markets and Midwest Health Plan, focused on the Medicaid, MICHild and the Dual Eligibles (Medicare and Medicaid)—will position HAP and Midwest Health Plan to enhance our market position in the service of Michigan citizens and communities. HAP and Midwest Health Plan share a common view of the future. Both plans are committed to providing excellence in managed care through fiscally responsible programs that improve health and assure access to high-quality medical services.

If you have any questions, please feel free to contact your Provider Representative:

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