

To date, South Coast has declined any opportunity to meet with BCBS about a new contract. They have indicated that it is their desire that we continue to contract through the IPA. As you are aware, this is not an option for us going forward. Significantly, of the 11 groups previously in the IPA, we have signed new contracts with 6. We are in active negotiations with 3 others.

We have never had a chance to have a direct contractual discussion with South Coast and have therefore made no such take it or leave it proposal. Our desire has been, and continues to be, a productive discussion on mutual interests for a future direct contractual relationship. As evidenced by the signed contracts and ongoing discussions, we have successfully had this type of productive dialogue with the other entities upon request. As you speak with customers please do the following:

1. Please ask (if they are willing) the group/member/broker to contact South Coast to encourage them to meet with BCBS.
2. Please state that we have not delivered a take it or leave it offer to South Coast. Our action was a non-renewal of a messenger model IPA agreement to which they were a party.
3. Please state that it is BCBS's strong desire to continue a new, direct relationship with South Coast. (If you are comfortable, you may add that it is our understanding that they have this same direct, non-IPA relationship with all other major commercial carriers).
4. South Coast has indicated a willingness to meet with BCBS only after the expiration of the existing agreement. This will ultimately lead to significant member disruption. I would like our customers to encourage the group to meet with BCBS in effort to reach a deal before May 1st.

This is a list of the physicians who's contracts will end 5/1 that I have received from the Savannah office.

PCP Listing

Name

Dudley Stone, MD
Michael Demauro, MD
Steven Hobby, MD
Gustave Kreh, MD
Joseph Morrison, MD
Paul Nave, MD
Giselle Rosinia, MD
Diane Savage-Pedigo, MD
Robert Shelley, MD
Benjamin Spitalnick, MD
Adria Wilkes, MD
Shana Bondo, MD
Susan Daly, MD
Monica Manocha, MD

Group Name

Coastal Pediatrics, LLC
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Pediatric Associates of Savannah
Savannah Pediatrics, PC
Savannah Pediatrics, PC
Savannah Pediatrics, PC

Scott McGlynn, MD
Mark Manocha, MD
Nenad Avramovski, MD
Richard Roth, MD
Jeffrey Mandel, MD
Stephen Yeager, MD

SouthCoast Medical Group, LLC
SouthCoast Medical Group, LLC
SouthCoast Medical Group, LLC
SouthCoast Medical Group, LLC
SouthCoast Medical Group, LLC
SouthCoast Medical Group, LLC

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