



April 4, 2009

[REDACTED]

Chatham County [REDACTED]
124 Bull Street, Suite 310
Savannah, Georgia 31401


Re: SouthCoast Medical Group / BCBSGa / Chatham County Employees

Dear [REDACTED]:

In the event BCBSGa in fact carries through with its dismissal of SouthCoast physicians from the County's various BCBSGa network panels, SouthCoast and its physicians hereby agree to continue to treat and care for all adversely affected County employees until June 29, 2009, in the case of primary care physicians, and August 29, 2009, in the case of specialty care physicians. SouthCoast Medical Group will not bill or attempt to collect from any such County employee any more than he or she would have had to pay under the County's BCBSGa contract had SouthCoast physicians remained on the BCBSGa panels until June 29, 2009, in the case of primary care physicians, and August 29, 2009, in the case of specialty care physicians. The foregoing agreement is contingent only upon the following: (1) if the County continues with a BCBSGa health care program after the above dates, SouthCoast physicians will be included on the various panels at no less than rates negotiated in good faith that do not exceed our existing rates; and (2) if the County changes to a health care program other than through BCBSGa before the above dates, SouthCoast physicians will be eligible to continue to treat and care for County employees as in-network providers under the County's new program.

SouthCoast hopes the County will use its best efforts to do the following: (1) given the urgency of this matter, send out a communication regarding the above agreement before the County has already promised to do on April 10, 2009, to all affected County employees ; (2) to the extent the County has the ability to define its own provider network, instruct BCBSGa to retain SouthCoast physicians as in-network providers until the County makes a final decision regarding any new health care program; and (3) cause BCBSGa to comply with the continuity of care benefits under the current SouthCoast/BCBSGa agreements (that is until June 29, 2009, in the case of primary care physicians, and August 29, 2009, in the case of specialty care physicians) even though if BCBSGa refuses, SouthCoast agrees that neither the County nor any County employee will be adversely affected financially or otherwise.

As I mentioned to you as well as to [REDACTED], BCBSGa has told all SouthCoast patients that by April 11, 2009, either to obtain a new physician or a non-SouthCoast physician will be assigned to them. This has scared many County employees and is very troubling to SouthCoast. Many of these patients have complex medical issues which benefit from the continuity of care they receive from their established physicians. With such little time given for SouthCoast's approximately 15,000 BCBSGa patients (of which a significant number are County employees) to establish care with one of the limited number of physicians now accepting new BCBSGa patients, an environment has been created whereby SouthCoast


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believes BCBSGa, no matter what it may be saying, cannot deliver a panel of quality physicians to adequately and properly treat and care for these patients.

This will confirm that SouthCoast has made a decision to attempt to negotiate with BCBSGa despite BCBSGa's past refusal to do so. It will be impossible for these negotiations to bear fruit for the next 60 to 90 days. SouthCoast has invested too much time, energy and financial resources into the patient care it delivers to stand still while a corporate giant tries to dictate how SouthCoast practices medicine. Apparently, County employees, countless other individuals and every other healthcare insurer or healthcare cooperative in our community seems to think SouthCoast is doing just fine. It is only BCBSGa who apparently thinks otherwise.

I look forward to hearing from you at your very earliest convenience. I will keep you posted with forthright, straight-forward information and answers as we progress with BCBSGa. I may be reached any time at 667-4928.

Very truly yours,

/s

Mark Silvers
Authorized Representative

Above agreement confirmed and approved:

SOUTHCOAST MEDICAL GROUP, L.L.C.

By: /s _____
Robert P. Jones, M.D., President

cc: 