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FOR IMMEDIATE RELEASE

Trilogy Health Insurance Approved to Offer Medicaid HMO Plan

* Trilogy Health Insurance joins forces with Independent Physicians Network and Scas Management Group to serve individuals eligible for Medicaid in Four Southeastern Wisconsin Counties

MILWAUKEE, WI (Feb. 11, 2014) – Trilogy Health Insurance (Trilogy) has signed a contract with the Wisconsin Department of Health Services to administer the BadgerCare Plus and Medicaid SSI programs to eligible residents of Milwaukee, Ozaukee, Racine and Waukesha counties.

This new HMO represents a joint effort between Trilogy, Independent Physicians Network (IPN) and Scas Management Group (SMG). These three companies are all based locally and have decades of experience serving individuals and groups in southeastern Wisconsin.

“Collectively, we bring significant expertise and leadership in meeting the healthcare needs of Wisconsin residents, including those in government programs,” said William Felsing, Trilogy CEO. “As local companies, we will handle all components of the plan’s operations in the Milwaukee area, rather than in remote locations.”

Bonnie Warner has joined the Trilogy team as President and Medicaid Executive Director. Warner brings more than 30 years of healthcare experience in Medicare and Medicaid programs and previously managed a Wisconsin-based Medicaid health plan.

“The Medicaid line of business represents an exciting new direction for our company,” said Warner. “The extensive healthcare insurance experience of Trilogy’s founders and our focused experience in government programs position us well to serve BadgerCare Plus and SSI members in southeastern Wisconsin.”

IPN will provide care coordination and support services for all Trilogy members. Its more than 900 member physicians in Milwaukee and the surrounding areas are also in Trilogy’s physician network. Since its inception in 1984, IPN and its physicians have worked with health plans to provide high-quality, cost-effective care for Medicaid, Medicare and commercial plan enrollees. Currently, IPN physicians provide medical care for more than 150,000 Milwaukee-area residents.

“We are excited to be able to offer Trilogy as a choice for the more than 100,000 Medicaid members served by our physicians,” said Ajit Parekh, M.D., Board President and Medical Director of IPN. “The significant Medicaid experience that Trilogy, SMG and IPN have in working with the Medicaid program should have a positive impact on the BadgerCare Plus and SSI members who enroll in Trilogy.”

SMG will provide customer service, claims processing, provider relations and administrative services through its Milwaukee office.

“With our local operations and leadership, we will work closely with Trilogy, IPN, healthcare providers and specialty services organizations to help ensure quality care for our Trilogy members,” said Ron Scasny, President of SMG.

About Trilogy Health Insurance

Trilogy was started by five Milwaukee healthcare insurance executives who wanted to take their extensive knowledge and utilize it for the benefit of southeastern Wisconsin businesses and individuals. Guided by a “trilogy” of values: respect for our members; responsiveness to their needs; and, responsibility for our actions, Trilogy develops plans and services that reflect its commitment to serving the healthcare needs of southeastern Wisconsin.

About Independent Physicians Network

Founded in 1984, IPN is a physician managed and controlled medical delivery network. A not-for-profit corporation, IPN has more than 900 member physicians who are located throughout southeastern Wisconsin. IPN takes pride in its care coordination services and its ability to arrange for the provision of quality, cost-effective care for its enrollees.

About Scas Management Group, LLC

SMG was started in 2011 by seven individuals who have a combined 160 years of experience in the health insurance, managed care, third party administration and healthcare industries. Management, consultation and “back office” services including provider relations and contracting, data services, reporting, medical claims processing, membership management and customer service are available for its clients. SMG prides itself on exceeding industry standards for the services it provides.

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