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FOR IMMEDIATE RELEASE

THE RESULTS ARE IN AND THEY ARE SMASHING!!

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After an exhaustive study into the effects of the Philadelphia and Vicinity Teamsters Health & Welfare Fund's Disease Management Program, it was announced by its Administrator, William J. Einhorn, that they have experienced results few, if any, plans could claim.

Mr. Einhorn commented, "Our Fund's trends have been in the low single digits in each of the past four years, compared to average yearly trends of 10% to 11%. These lower trends caused the Fund to spend \$74,300,000 less in benefits that it would had the Fund experienced those average trends. Our consistently lower trends cannot be dismissed as mere coincidence – they resulted from a very effective disease management program."

The program's success emanates from the partnership between HealthCare Strategies, Inc., provider of HealthReach, a population risk management program, and the Teamsters Health and Welfare and Pension Trust Funds of Philadelphia and Vicinity.

Janice Albert, President and CEO of HealthCare Strategies, states "the manner in which the Teamsters Fund administered their Disease Management program is the only sensible approach in that it embodies the combination of a strong administrator, support from an enlightened group of Trustees, effective education and plan design combined with a willingness to take the necessary steps to make it a success."

These results have been possible as HealthReach identified the members most at risk for serious medical problems, provided outreach to them by Care Managers, educating them on ways to reach a maximum health status. Mr. Einhorn, the Fund Administrator, enlisted the support of the Fund Trustees to work along with HCS in developing a plan design which educated members about the HealthReach program and achieve a 93% participation level.

Mr. Einhorn states that "Through a true partnership and collaboration between HCS and the Fund, we have been able to achieve these amazing results even while increasing benefits. As groups nationally struggle to identify the right ingredients for success, we have been most fortunate in finding a company that embodies all the right elements, i.e., the technology platform with the ability to help patients bring together information and action to attain the highest possible level of health."

HealthCare Strategies, Inc., of Columbia, Maryland, celebrating its 28th year in business has developed a proprietary technology platform in support of its full service medical management programs. HealthReach is the flagship program of HCS and has demonstrated significant improvements in clinical outcomes for its clients, resulting in financial improvement for their plans.

The Teamsters Health and Welfare and Pension Trust Funds of Philadelphia and Vicinity are two multi-employer, collectively bargained trust funds providing pension and health benefits to employees who are working under well over 600 collective bargaining agreements between various unions and employers.

For more information on this program, call Mike Petruzzello at 410-423-9400, ext. 3209