

## News release

### Oliver Wyman Debuts Integrated Health Management Economic Model at TriZetto's Executive Vision Summit

*Financial pathway to integrated health management presented at industry executive summit*

Chicago, December 9, 2008 – Oliver Wyman, the international management consulting firm, introduced a pioneering economic model that enables health payers to predict the financial impact of specific integrated health management (IHM) initiatives and ultimately demonstrates the return on investments from different strategies. Tom Main, U.S. market leader of Oliver Wyman's Health and Life Science's practice introduced the model and the results of a year-long analysis on the financial impact of IHM at the 2008 TriZetto Executive Vision Summit.

“The implications for health plans deciding whether to engage in a transformational IHM strategy are significant,” said Main. “Oliver Wyman has developed a new economic model through which health plans can evaluate their options and understand related returns from this type of investment—ultimately providing senior executives with a feasible financial migration plan enabling the plan to support the business of today while moving to the business of tomorrow.”

Main joined Jeff Margolis, chairman and CEO of TriZetto, Bill Frist, M.D., former Senate majority leader, and David Wennberg, chief science and products officer of Health Dialog, as a featured speaker at this forum, which was attended by over 100 executives representing 53 payer organizations that cover 87 million members. Now in its sixth year, the TriZetto Executive Summit was created to provide a dialogue among senior payer executives with an emphasis on ideas affecting the industry three to five years ahead.

The summit included frank discussion about the need for change and the scale required to make a meaningful difference. As Margolis said, “The richness and fullness of the data aggregated by payers that can be leveraged is not well understood, either by other health care supply chain constituents or government policy makers, so payers must create the path and show the way for the industry as a whole.” The Oliver Wyman IHM economic model allows payers to take the lead Margolis espouses in a financially proven manner.

The material Main presented represents thousands of hours of clinical economic analysis of field-tested integrated health management programs and demonstrates how IHM bends trend, improves quality, and is financially feasible. For more information on Oliver Wyman's Integrated Health Management insights, contact Tom Main at [tom.main@oliverwyman.com](mailto:tom.main@oliverwyman.com).



**About Oliver Wyman**

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Oliver Wyman's Health and Life Science's practice serves clients in the pharmaceutical, biotechnology, medical devices and payer sectors with strategic, operational, and organizational advice. Deep health care knowledge and capabilities allow the practice to deliver fact-based solutions.