

From: Leo Cytrynbaum
Sent: Friday, June 12, 2015 2:32 PM
To: KEELING Ryan W * DCBS
Subject: Letter to the OID regarding the Centene/Agate Resources transaction

To the Insurance Division,

As a member of the Agate Board of Directors, chair of the Trillium compliance committee, and member of the Trillium's finance committee and Clinical Advisory Panel, I would like to summarize some of the diligence that we have done in our assessment of the potential Centene transaction. I am proud of the intense work we put into this project to ensure that the quality improvement that we are currently focused on delivering to Trillium's OHP members will only accelerate with a Centene relationship.

In order to best serve our members, Trillium has been and must continue to remain a community-based organization. In part this will occur because of strong guarantees that the Oregon legislature has already put into place by statute; our committees, our governance, and much of our contractual relationships with local providers are regulated. However, Centene in particular is a partner that will continue that community focus. We visited their plans in other states to assess their operations and met with the Centene leadership and operations— all of them are committed in both word and deed to running local health care plans and recognize the value this brings.

Trillium will need to continue providing benefits to our members. Again, this will continue both because of Oregon statute as well as the culture and practice at Centene. Benefits to members are dictated by OAR's and cannot be reduced at the whim of any OHP provider. Centene is also a company focused on providing benefits to its members and increasing these benefits above those mandated by the state when it makes sense. I can tell you from personal experience when I met with the Centene leadership that the first and primary questions they had for us were regarding the quality of patient care we bring to our members, the relationships we have with our providers in order to deliver that care, and our expertise in creatively increasing value to OHP members given the constraints of a Medicaid plan. They clearly have no interest in joining a plan without these priorities – it is their company culture as much as it is ours.

However, I believe that it is the acceleration in quality that Centene can bring to our community that most makes this transaction attractive. I have seen their care management, care coordination, and compliance tools and I believe they are a step above anything that currently exists in Oregon CCO's. They bring us exactly in the direction that Agate intends to bring Trillium, but hastens this transition by years. Centene also has expertise in delivering care at home, through telemedicine, in controlling pharmacy costs and in community health that I look forward to bringing to our community.

As a Lane County physician and as a member of several of Trillium's key committees it is

my duty to ensure that our CCO always deliver excellent care to our community and members. I can honestly say that based on my assessment, a partnership with Centene will further our goal to provide quality care to our members.

Thank you very much for considering this transaction with Centene. I believe it will accelerate the improvement in Trillium's ability to care for its members.

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