

Health Plans, Inc.



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- Deb Hodges, CEO and President



Camille Reams, senior vice president for regional markets, and Shontel Babb, sales assistant

In today's changing healthcare environment, employers are looking for more effective ways to manage their healthcare costs while continuing to offer competitive benefits that help attract and retain top talent.

Since 1981, Health Plans, Inc. (HPI) has been enabling employers to do just that by delivering flexible, cost-effective self-funded solutions to companies of all types and sizes backed by superior service and proven results.

A subsidiary of Harvard Pilgrim Health Care, HPI ranks as one of New England's largest third party administrators of self-funded plans with a growing national presence to meet employer demand for more control.

"We hold ourselves to a higher standard of flexibility, performance, and results for our self-funded clients," explains Deb Hodges, CEO and President of HPI. "We're continuously expanding our offerings and investing in technology to lead the market in innovative solutions with sustainable results to control costs, lower risk, and improve productivity."

Camille Reams, SVP of Regional Markets, adds, "HPI uses data intelligence to customize evidence-based solutions that support business goals while improving health. We recommend strategies based on analysis of predictive trends which can bend the healthcare cost curve and strengthen our clients' bottom line.

HPI recently joined select national leaders to administer an exclusive, best-in-class, single-source solution in partnership with Employers Health

Network (EHN), a local, high-performance network of top hospitals and providers. Predicated on greater healthcare cost control through efficiency and transparency, this fully-integrated, customizable plan option includes HPI's comprehensive medical management services, 100% pass-through pharmacy pricing, competitive stop-loss, wellness, actionable reporting, and superior service.

"Our unique approach gives employers an alternative option for more choice and control over their health benefit spend with unprecedented transparency and the freedom of access to care employees want," explains Orlo "Spike" Dietrich, CEO Employers Health Network Holdings.

Both HPI and EHN work in collaboration with the South Carolina Business Coalition on Health (SCBCH). "HPI and EHN represent refreshing and needed change in the state's business health arena. The Coalition and its members are excited to help pave the way for direct communication between providers and employers which is fundamental to these two organizations' cost-containment strategy," states Lisa Wear-Ellington, President of SCBCH.

With offices now in Greenville, SC and Brevard, NC, HPI is uniquely positioned to offer employers who already self-fund, or those thinking about making the switch, substantial savings opportunity through its flexible proven strategies and strategic partnership with EHN.

HPI is a Harvard Pilgrim company.

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