



Midland Management Company of Illinois

Memo Regarding Corporate Name Change

TO: Clients and Vendors of Midland Management Company of Illinois

FROM: The Employees of Midland Management Company of Illinois

DATE: October 15, 2007

Midland Management Company of Illinois, one of the fastest-growing enterprises in the managed care field, and its wholly owned subsidiary, CCMSI Midland, LLC, have combined to form Sage Technologies Co., effective immediately. Sage Technologies serves two lines of business: management and “back office” services for independent practice associations (IPAs) and physician-hospital organizations (PHOs), and third party administration (TPA) services for employers who maintain self-insured employee benefit plans. Sage Technologies has offices in Rockford, IL, Champaign, IL and Hartland, WI.

Sage Technologies serves clients throughout the United States, but primarily in Illinois, Wisconsin, Indiana and Missouri. Its services include health benefit claims processing, customer service, utilization management, and health care data reporting and analysis to help its clients better manage their businesses. Integrating its clinical experience with its TPA experience has enabled Sage Technologies to offer expanded services to both business sectors.

The company was founded by Cameron Brown and Tim Abair in 1998. Significant growth followed, and in 2006 the company acquired the Benefits Division of CCMSI, Inc. Sage Technologies now employs approximately 80 people.

Today the company provides a variety of services to its clients, including:

- Claims processing with extensive use of Web-based claims and electronic data interchange (EDI)
- Customer service, including state-of-the-art tracking and reporting capabilities
- Excess loss and reinsurance placement and recovery
- Data analysis and reporting
- Web-based, self service tools for claims and eligibility
- Contract management for payers and providers

Sage Technologies will continue to offer the same set of services to its clients. Please see the frequently asked questions attached for a more specific review of what does and does not change.

More information about Sage Technologies Co. can be found at www.useSage.com.

Phone: 815-962-2560 **Fax:** 815-963-6965 **E-mail:** support@usesage.com
630 E. Jefferson Street, Rockford, Illinois 61107-4026