



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.

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Frequently Asked Questions Name Change to Sage Technologies Managed Care Clients and Vendors

1. Why are you changing the name? The name change reflects the combination of Midland's decade of experience in managed care with CCMSI Midland's TPA experience to offer expanded services.
2. Will Midland's website change? There will be a new entry point into the website (see Website discussion below). Once into the system everything will look and function in the same manner.
3. Will there be different staff assigned to my account? There will be no staff changes related to the name change.
4. Will there be a change in the phone numbers I use to call Midland? There will be no change for the phone numbers as a result of the name change.
5. Will there be a change in the address or offices for Midland? No, we will continue to run our administrative services from Rockford.
6. Will we be required to change our agreements? There are no requirements to change our agreements as a result of the name change.
7. Will you notify employees so that they are not confused? Yes, for some period of time we will include a notification in mail that goes out describing the new name and why things look different than they had in the past.
8. Where can I go for more information? You can log into our website at www.UseSage.com or call our office at 815-962-2560.

