



CONTACT: Cameron G. Brown, President & CEO  
815-490-6750  
Cameron\_Brown@usesage.com

## **MIDLAND MANAGEMENT COMPANY CHANGES NAME TO SAGE TECHNOLOGIES CO.**

ROCKFORD, IL – 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 and Champaign, Ill. and Hartland, Wis.

“We have experienced considerable growth over the past decade,” says Cameron Brown, president and CEO of Sage Technologies. “The depth and breadth of our clinical and information technology capabilities distinguish us from our competitors. We’re capable of providing recommendations to truly manage health care costs while providing excellent service on day-to-day activities. We felt the word ‘Sage’ fits how we are perceived in the market.”

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; many of them – including Brown and Abair – came from positions in the health insurance industry.

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

“We are well-positioned to serve our clients now and into the future,” says Brown. “We also intend to continue growing, both organically and by acquisition. Health care is rapidly evolving, and the successful companies in our industry are those that facilitate this evolution. We are proud to be one of them.”

More information about Sage Technologies Co. can be found at [www.useSage.com](http://www.useSage.com).

-XXX-

**Phone:** 815-962-2560 **Fax:** 815-963-6965 **Website** [www.UseSage.com](http://www.UseSage.com)  
**E-mail:** [support@UseSage.com](mailto:support@UseSage.com) 630 E. Jefferson Street, Rockford, Illinois 61107-4026