

## Exhibit 1 AGO Questions to Providers

### NOTES:

1. Data entered in worksheets is **hypothetical** and solely for illustrative purposes, provided as a guide to completing this spreadsheet. Respondent may provide explanatory notes and additional information at its discretion.
2. Please include POS payments under HMO.
3. Please include Indemnity payments under PPO.
4. **P4P Contracts** are pay for performance arrangements with a public or commercial payer that reimburse providers for achieving certain quality or efficiency benchmarks. For purposes of this excel, P4P Contracts do not include Risk Contracts.
5. **Risk Contracts** are contracts with a public or commercial payer for payment for health care services that incorporate a per member per month budget against which claims costs are settled for purposes of determining the withhold returned, surplus paid, and/or deficit charged to you, including contracts that subject you to very limited or minimal "downside" risk.
6. **FFS Arrangements** are those where a payer pays a provider for each service rendered, based on an agreed upon price for each service. For purposes of this excel, FFS Arrangements do not include payments under P4P Contracts or Risk Contracts.
7. **Other Revenue** is revenue under P4P Contracts, Risk Contracts, or FFS Arrangements other than those categories already identified, such as management fees and supplemental fees (and other non-claims based, non-incentive, non-surplus/deficit, non-quality bonus revenue).
8. **Claims-Based Revenue** is the total revenue that a provider received from a public or commercial payer under a P4P Contract or a Risk Contract for each service rendered, based on an agreed upon price for each service before any retraction for risk settlement is made.
9. **Incentive-Based Revenue** is the total revenue a provider received under a P4P Contract that is related to quality or efficiency targets or benchmarks established by a public or commercial payer.
10. **Budget Surplus/(Deficit) Revenue** is the total revenue a provider received or was retracted upon settlement of the efficiency-related budgets or benchmarks established in a Risk Contract.
11. **Quality Incentive Revenue** is the total revenue that a provider received from a public or commercial payer under a Risk Contract for quality-related targets or benchmarks established by a public or commercial payer.

2011

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		HMO	PPO	HMO	PPO	Both
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO					
Blue Cross Blue Shield	76,483,085	87,319,051	1,688,663	1,841,237	-	-	-	-	-	-	279,198	627,600	-	-	-
Tufts Health Plan	18,587,423	3,370,722	2,960	-	-	-	-	-	-	-	60,806	19,381	-	-	-
Harvard Pilgrim Health Care	5,842,790	5,347,447	-	-	-	-	-	-	-	-	26,552	1,570	-	-	-
Fallon Community Health Plan	14,341,569	-	8,346	-	-	-	-	-	-	-	46,105	-	-	-	-
CIGNA	-	-	-	-	-	-	-	-	-	-	12,126,459	10,893,977	-	-	-
United Healthcare	-	-	-	-	-	-	-	-	-	-	12,695,006	1,506,119	-	-	-
Aetna	-	-	2,819	-	-	-	-	-	-	-	8,017,859	7,356,026	-	-	-
Other Commercial	-	-	-	-	68,191,471	27,051,126	1,529,144	-	-	-	75,466,140	17,094,539	-	-	-
<b>Total Commercial</b>	<b>115,254,867</b>	<b>96,037,221</b>	<b>1,702,788</b>	<b>1,841,237</b>	<b>68,191,471</b>	<b>27,051,126</b>	<b>1,529,144</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>108,718,125</b>	<b>37,499,212</b>	<b>-</b>	<b>-</b>	<b>-</b>
Network Health	-	-	-	-	-	-	-	-	-	-	3,016,189	-	-	-	-
Neighborhood Health Plan	-	-	-	-	-	-	-	-	-	-	13,925,803	-	-	-	-
BMC HealthNet, Inc.	-	-	-	-	-	-	-	-	-	-	106,315,051	-	-	-	-
Health New England	-	-	-	-	9,021,103	-	-	-	-	-	118,022	-	-	-	-
Fallon Community Health Plan	-	-	-	-	-	-	-	-	-	-	1,338,281	686,011	-	-	-
Other Managed Medicaid	-	-	-	-	-	-	-	-	-	-	5,134,389	1,844,462	-	-	-
<b>Total Managed Medicaid</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9,021,103</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>129,847,734</b>	<b>2,530,472</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>MassHealth</b>	<b>74,729,698</b>	<b>-</b>	<b>2,007,473</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,797,753</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tufts Medicare Preferred	-	-	-	-	-	-	-	-	-	-	5,055,383	-	-	-	-
Blue Cross Senior Options	-	-	-	-	19,502,760	10,093,679	407,275	-	-	-	2,248,042	-	-	-	-
Other Comm Medicare	-	-	-	-	10,414,099	-	-	-	-	-	20,060,326	97,035	-	-	-
<b>Commercial Medicare Subtotal</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>29,916,859</b>	<b>10,093,679</b>	<b>407,275</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>27,363,752</b>	<b>97,035</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Medicare</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>294,365,781</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>29,404,629</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>GRAND TOTAL</b>	<b>189,984,564</b>	<b>96,037,221</b>	<b>3,710,261</b>	<b>1,841,237</b>	<b>107,129,433</b>	<b>37,144,806</b>	<b>1,936,419</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>591,497,774</b>	<b>40,126,720</b>	<b>-</b>	<b>-</b>	<b>-</b>

2012

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue						
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	Both
Blue Cross Blue Shield	62,045,403	85,751,998	1,934,282	2,292,474	-	-	-	-	-	-	351,342	745,918	-	-	-
Tufts Health Plan	20,820,107	3,408,159	131,819	-	-	-	-	-	-	-	76,868	27,379	-	-	-
Harvard Pilgrim Health Care	4,729,010	5,853,873	4,463	-	-	-	-	-	-	-	55,121	12,939	-	-	-
Fallon Community Health Plan	13,422,166	-	16,480	-	-	-	-	-	-	-	49,803	-	-	-	-
CIGNA	-	-	-	-	-	-	-	-	-	-	16,906,404	9,392,130	-	-	-
United Healthcare	-	-	-	-	-	-	-	-	-	-	13,785,365	1,534,389	-	-	-
Aetna	-	-	-	-	-	-	-	-	-	-	10,690,835	5,334,932	-	-	-
Other Commercial	-	-	-	-	64,506,225	35,497,527	5,213,030	-	-	-	74,966,529	15,435,728	-	-	-
<b>Total Commercial</b>	<b>101,016,686</b>	<b>95,014,030</b>	<b>2,087,044</b>	<b>2,292,474</b>	<b>64,506,225</b>	<b>35,497,527</b>	<b>5,213,030</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>116,882,266</b>	<b>32,483,415</b>	<b>-</b>	<b>-</b>	<b>-</b>
Network Health	-	-	-	-	-	-	-	-	-	-	4,442,640	-	-	-	-
Neighborhood Health Plan	-	-	-	-	-	-	-	-	-	-	11,381,767	-	-	-	-
BMC HealthNet, Inc.	-	-	-	-	-	-	-	-	-	-	108,853,572	-	-	-	-
Health New England	-	-	-	-	9,049,821	-	1,112,515	-	-	-	293,925	-	-	-	-
Fallon Community Health Plan	-	-	-	-	-	-	-	-	-	-	1,291,582	629,094	-	-	-
Other Managed Medicaid	-	-	-	-	-	-	-	-	-	-	6,173,814	2,806,774	-	-	-
<b>Total Managed Medicaid</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>9,049,821</b>	<b>-</b>	<b>1,112,515</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>132,437,301</b>	<b>3,435,868</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>MassHealth</b>	<b>80,836,503</b>	<b>-</b>	<b>2,971,138</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,681,093</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tufts Medicare Preferred	-	-	-	-	-	-	-	-	-	-	4,734,781	-	-	-	-
Blue Cross Senior Options	-	-	-	-	14,242,231	10,371,546	481,101	-	-	-	1,880,137	-	-	-	-
Other Comm Medicare	-	-	-	-	14,848,561	-	671,106	-	-	-	26,760,042	109,653	70,820	-	-
<b>Commercial Medicare Subtotal</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>29,090,792</b>	<b>10,371,546</b>	<b>1,152,207</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33,374,959</b>	<b>109,653</b>	<b>70,820</b>	<b>-</b>	<b>-</b>
<b>Medicare</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>355,972,160</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>32,049,934</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>GRAND TOTAL</b>	<b>181,853,189</b>	<b>95,014,030</b>	<b>5,058,182</b>	<b>2,292,474</b>	<b>102,646,838</b>	<b>45,869,073</b>	<b>7,477,752</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>672,397,714</b>	<b>36,028,936</b>	<b>70,820</b>	<b>-</b>	<b>-</b>

2013

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		HMO	PPO	HMO	PPO	Both
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO					
Blue Cross Blue Shield	63,037,271	83,502,388	2,175,607	2,738,296	-	-	393,828	-	-	-	806,207	503,420	-	-	-
Tufts Health Plan	22,125,532	2,846,717	72,593	-	-	-	-	-	-	-	150,981	16,964	-	-	-
Harvard Pilgrim Health Care	5,028,288	4,959,189	12,808	-	-	-	-	-	-	-	37,916	12,280	-	-	-
Fallon Community Health Plan	13,653,095	-	24,855	-	-	-	-	-	-	-	59,672	-	-	-	-
CIGNA	-	-	-	-	-	-	-	-	-	-	21,069,505	8,871,387	-	-	-
United Healthcare	-	-	-	-	-	-	-	-	-	-	13,820,858	963,556	-	-	-
Aetna	-	-	-	-	-	-	-	-	-	-	11,769,138	4,103,432	-	-	-
Other Commercial	-	-	-	-	57,839,732	42,244,958	1,230,266	-	-	-	76,804,820	16,061,686	-	-	-
<b>Total Commercial</b>	<b>103,844,186</b>	<b>91,308,293</b>	<b>2,285,864</b>	<b>2,738,296</b>	<b>57,839,732</b>	<b>42,244,958</b>	<b>1,624,094</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>124,519,098</b>	<b>30,532,725</b>	<b>-</b>	<b>-</b>	<b>-</b>
Network Health	-	-	-	-	-	-	-	-	-	-	4,371,407	-	-	-	-
Neighborhood Health Plan	-	-	-	-	-	-	-	-	-	-	11,228,932	-	-	-	-
BMC HealthNet, Inc.	-	-	-	-	-	-	-	-	-	-	108,087,235	-	-	-	-
Health New England	-	-	-	-	18,341,229	-	1,341,210	-	-	-	603,996	-	-	-	-
Fallon Community Health Plan	-	-	-	-	-	-	-	-	-	-	973,207	740,439	-	-	-
Other Managed Medicaid	-	-	-	-	-	-	-	-	-	-	5,563,591	2,821,878	-	-	-
<b>Total Managed Medicaid</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>18,341,229</b>	<b>-</b>	<b>1,341,210</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>130,828,368</b>	<b>3,562,317</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>MassHealth</b>	<b>71,374,935</b>	<b>-</b>	<b>3,521,652</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,366,599</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tufts Medicare Preferred	-	-	-	-	-	-	-	-	-	-	4,981,485	-	-	-	-
Blue Cross Senior Options	-	-	-	-	12,594,177	10,862,985	73,801	-	-	-	2,301,544	-	-	-	-
Other Comm Medicare	-	-	-	-	18,709,636	-	-	-	-	-	36,231,549	198,570	(26,188)	-	-
<b>Commercial Medicare Subtotal</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,303,813</b>	<b>10,862,985</b>	<b>73,801</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>43,514,578</b>	<b>198,570</b>	<b>(26,188)</b>	<b>-</b>	<b>-</b>
<b>Medicare</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>376,128,088</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>30,179,457</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>GRAND TOTAL</b>	<b>175,219,121</b>	<b>91,308,293</b>	<b>5,807,516</b>	<b>2,738,296</b>	<b>107,484,774</b>	<b>53,107,943</b>	<b>3,039,105</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>706,536,188</b>	<b>34,293,613</b>	<b>(26,188)</b>	<b>-</b>	<b>-</b>

2014

	P4P Contracts				Risk Contracts						FFS Arrangements		Other Revenue		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		HMO	PPO	HMO	PPO	Both
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO					
Blue Cross Blue Shield	62,145,318	89,054,217	2,148,733	2,859,922	-	-	196,659	-	-	-	719,670	470,820	-	-	-
Tufts Health Plan	21,188,128	2,628,490	44,382	-	-	-	-	-	-	-	111,365	14,584	-	-	-
Harvard Pilgrim Health Care	5,728,175	5,239,449	11,625	-	-	-	-	-	-	-	19,778	3,682	-	-	-
Fallon Community Health Plan	15,982,864	-	35,463	-	-	-	-	-	-	-	38,895	-	-	-	-
CIGNA	-	-	-	-	-	-	-	-	-	-	21,765,265	8,219,232	-	-	-
United Healthcare	-	-	-	-	-	-	-	-	-	-	14,747,375	679,553	-	-	-
Aetna	-	-	-	-	-	-	-	-	-	-	14,290,599	2,549,947	-	-	-
Other Commercial	-	-	-	-	61,772,018	45,636,505	2,615,488	-	-	-	76,094,285	13,030,161	-	-	-
<b>Total Commercial</b>	<b>105,044,485</b>	<b>96,922,156</b>	<b>2,240,204</b>	<b>2,859,922</b>	<b>61,772,018</b>	<b>45,636,505</b>	<b>2,812,147</b>	-	-	-	<b>127,787,232</b>	<b>24,967,978</b>	-	-	-
Network Health	-	-	-	-	-	-	-	-	-	-	5,761,763	-	-	-	-
Neighborhood Health Plan	-	-	-	-	-	-	-	-	-	-	10,001,318	-	-	-	-
BMC HealthNet, Inc.	-	-	-	-	-	-	-	-	-	-	122,297,479	-	-	-	-
Health New England	-	-	-	-	22,147,332	-	221,629	-	-	-	647,785	-	-	-	-
Fallon Community Health Plan	-	-	-	-	-	-	-	-	-	-	813,536	850,921	-	-	-
Other Managed Medicaid	49,572	80,713	-	-	-	-	-	-	-	-	9,573,762	2,785,880	-	-	-
<b>Total Managed Medicaid</b>	<b>49,572</b>	<b>80,713</b>	<b>-</b>	<b>-</b>	<b>22,147,332</b>	<b>-</b>	<b>221,629</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>149,095,643</b>	<b>3,636,801</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>MassHealth</b>	<b>80,420,397</b>	<b>-</b>	<b>1,940,490</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,396,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tufts Medicare Preferred	-	-	-	-	-	-	-	-	-	-	5,693,374	29,016	-	-	-
Blue Cross Senior Options	-	-	-	-	11,662,209	11,284,121	472,022	-	-	-	320,913	-	-	-	-
Other Comm Medicare	-	-	-	-	20,365,680	-	386,569	-	-	-	62,760,306	202,695	63,357	-	-
<b>Commercial Medicare Subtotal</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>32,027,889</b>	<b>11,284,121</b>	<b>858,591</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>68,774,593</b>	<b>231,711</b>	<b>63,357</b>	<b>-</b>	<b>-</b>
<b>Medicare</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>388,709,236</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33,251,145</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>GRAND TOTAL</b>	<b>185,514,454</b>	<b>97,002,869</b>	<b>4,180,694</b>	<b>2,859,922</b>	<b>115,947,240</b>	<b>56,920,625</b>	<b>3,892,367</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>769,013,848</b>	<b>28,836,490</b>	<b>63,357</b>	<b>-</b>	<b>-</b>