

2009 Berkshire Medical Center, AGO Exhibit C, Question 5

	P4P Contracts				Risk Contracts				FFS Arrangements			Other Revenue Arrangements			
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		HMO (3)	PPO	HMO	PPO	Both
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO					
BCBSMA	47,570,042	25,088,142	1,447,921	765,974	X	X	X	X	X	X	X	X	X	X	X
Tufts	X	X	X	X	X	X	X	X	X	X	9,329,671	X	X	X	X
HPHC	X	X	X	X	X	X	X	X	X	X	905,430	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA (2)	X	X	X	X	X	X	X	X	X	X	5,214,972	X	X	X	X
United	X	X	X	X	X	X	X	X	X	X	8,768,524	X	X	X	X
Aetna (2)	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other Commercial (2), (4)	X	X	X	X	X	X	X	X	X	X	36,768,255	X	X	X	X
Total Commercial	47,570,042	25,088,142	1,447,921	765,974	X	X	X	X	X	X	60,986,852	X	X	X	X
Network Health	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
NHP	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
BMC Healthnet	X	X	X	X	X	X	X	X	X	X	24,666,956	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Total Managed Medicaid (1)	X	X	X	X	X	X	X	X	X	X	24,666,956	X	X	X	X
Mass Health	15,820,527	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Commercial Medicare Subtotal	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Medicare	117,788,488	X	53,089	X	X	X	X	X	X	X	X	X	X	X	X
GRAND TOTAL	181,179,056	X	1,501,010	765,974	X	X	X	X	X	X	85,653,808	X	X	X	X

NOTES:

- (1) BMC also contracts with HNE Be Healthy not included on this request.
- (2) Other Commercial includes Aetna and Cigna not segregated as a separate insurer due to small size in this year.
- (3) This column includes all products - BMC can not separate HMO, PPO or Indemnity business lines for these payors.
- (4) Commonwealth Care, MBHP and Connector products are not considered commercial products and are excluded.

2010 Berkshire Medical Center, AGO Exhibit C, Question 5

	P4P Contracts				Risk Contracts				FFS Arrangements				Other Revenue Arrangements			
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		FFS Arrangements		Other Revenue Arrangements			
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO (3)	PPO	HMO	PPO	Both	
BCBSMA	35,629,716	22,356,319	1,178,774	742,781	X	X	X	X	X	X	X	X	X	X	X	
Tufts	X	X	X	X	X	X	X	X	X	X	8,384,154	X	X	X	X	
HPHC	X	X	X	X	X	X	X	X	X	X	1,326,994	X	X	X	X	
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
CIGNA (2)	X	X	X	X	X	X	X	X	X	X	3,960,124	X	X	X	X	
United	X	X	X	X	X	X	X	X	X	X	9,620,707	X	X	X	X	
Aetna (2)	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Other Commercial (2),(4)	X	X	X	X	X	X	X	X	X	X	42,680,367	X	X	X	X	
Total Commercial	35,629,716	22,356,319	1,178,774	742,781	X	X	X	X	X	X	65,972,344	X	X	X	X	
Network Health	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
NHP	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
BMC	X	X	X	X	X	X	X	X	X	X	18,454,503	X	X	X	X	
Healthnet	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Total Managed Medicaid (1)	X	X	X	X	X	X	X	X	X	X	18,454,503	X	X	X	X	
Mass Health	14,810,333	X	48,389	X	X	X	X	X	X	X	X	X	X	X	X	
Tufts Medicare Preferred	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Commercial Medicare Subtotal	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Medicare	122,033,759	X	45,767	X	X	X	X	X	X	X	X	X	X	X	X	
GRAND TOTAL	172,473,808	X	1,272,930	742,781	X	X	X	X	X	X	84,426,848	X	X	X	X	

NOTES:

- (1) BMC also contracts with HNE Be Healthy not included on this request.
- (2) Other Commercial includes Aetna and Cigna not segregated as a separate insurer due to small size in this year
- (3) This column includes all products - BMC can not separate HMO, PPO or Indemnity business lines for these payors.
- (4) Commonwealth Care, MBHP and Connector products are not considered commercial products and are excluded.

2011 Berkshire Medical Center AGO Exhibit C, Question 5

	P4P Contracts				Risk Contracts				FFS Arrangements			Other Revenue Arrangements		
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		PPO	HMO	PPO	Both
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO				
BCBSMA	33,972,912	22,869,807	1,231,591	848,102	X	X	X	X	X	X	X	X	X	X
Tufts	X	X	X	X	X	X	X	X	X	X	X	X	X	X
HPHC	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X
CIGNA (2)	X	X	X	X	X	X	X	X	X	X	X	X	X	X
United	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Aetna (2)	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other Commercial	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Total Commercial	33,972,912	22,869,807	1,231,591	848,102	X	X	X	X	X	X	X	X	X	X
Network Health	X	X	X	X	X	X	X	X	X	X	X	X	X	X
NHP	X	X	X	X	X	X	X	X	X	X	X	X	X	X
BMC	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Healthnet	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Total Managed Medicaid (1)	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Mass Health	14,566,864	X	435,705	X	X	X	X	X	X	X	415,102	X	X	X
Tufts	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Medicare Preferred	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Blue Cross Senior Options	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Commercial Medicare Subtotal	X	X	X	X	X	X	X	X	X	X	X	X	X	X
Medicare	128,813,183	X	100,687	X	X	X	X	X	X	X	X	X	X	X
GRAND TOTAL	177,352,958	X	1,767,983	848,102	X	X	X	X	X	X	X	X	X	X

NOTES:

- (1) BMC also contracts with HNE Be Healthy not included on this request.
- (2) Other Commercial includes Aetna and Cigna not segregated as a separate insurer due to small size in this year.
- (3) This column includes all products - BMC can not separate HMO, PPO or Indemnity business lines for these payors.
- (4) Commonwealth Care, MBHP and Connector products are not considered commercial products and are excluded.

2012 Berkshire Medical Center; AGO Exhibit C, Question 5

	P4P Contracts				Risk Contracts				FFS Arrangements				Other Revenue Arrangements			
	Claims-Based Revenue		Incentive-Based Revenue		Claims-Based Revenue		Budget Surplus/ (Deficit) Revenue		Quality Incentive Revenue		HMO (3)		HMO		PPO	
	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO	HMO	PPO			HMO	PPO	HMO	PPO
BCBSMA	31,664,165	20,967,086	1,126,432	724,526	X	X	X	X	X	X	X	X	X	X	X	X
Tufts	X	X	X	X	X	X	X	X	X	X	9,675,189	X	X	X	X	X
HPHC	X	X	X	X	X	X	X	X	X	X	1,347,587	X	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X	2,474,508	X	X	X	X	X
CIGNA (2)	X	X	X	X	X	X	X	X	X	X	5,413,537	X	X	X	X	X
United	X	X	X	X	X	X	X	X	X	X	11,384,765	X	X	X	X	X
Aetna (2)	X	X	X	X	X	X	X	X	X	X	5,215,018	X	X	X	X	X
Other																
Commercial	X	X	X	X	X	X	X	X	X	X	39,116,529	X	X	X	X	X
Total (2),(4)																
Commercial	31,664,165	20,967,086	1,126,432	724,526	X	X	X	X	X	X	74,627,133	X	X	X	X	X
Network Health	X	X	X	X	X	X	X	X	X	X	1,085,018	X	X	X	X	X
NHP	X	X	X	X	X	X	X	X	X	X	207,497	X	X	X	X	X
BMC	X	X	X	X	X	X	X	X	X	X	23,778,140	X	X	X	X	X
Healthnet	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X
Fallon	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X
Total Managed Medicaid (1)	X	X	X	X	X	X	X	X	X	X	25,070,656	X	X	X	X	X
Mass Health	14,689,387	X	742,524	X	X	X	X	X	X	X		X	X	X	X	X
Tufts																
Medicare Preferred	X	X	X	X	X	X	X	X	X	X			X	X		
Blue Cross																
Senior Options	X	X	X	X	X	X	X	X	X	X			X	X		
Other Comm Medicare	X	X	X	X	X	X	X	X	X	X			X	X		
Commercial Medicare Subtotal					X	X	X	X	X	X			X	X	X	X
Medicare	145,782,033	X	77,527	X	X	X	X	X	X	X			X	X	X	X
GRAND TOTAL	192,135,585	X	1,946,483	724,526	X	X	X	X	X	X	99,697,789	X	X	X	X	X

NOTES:

- (1) BMC also contracts with HNE Be Healthy not included on this request.
- (2) Other Commercial includes Aetna and Cigna not segregated as a separate insurer due to small size in this year.
- (3) This column includes all products - BMC can not separate HMO, PPO or Indemnity business lines for these payors.
- (4) Commonwealth Care, MBHP and Connector products are not considered commercial products and are excluded.