

**HMOs' Inpatient Non-Behavioral Health Utilization Data for MA Residents**  
**January 1, 2007 - December 31, 2007**  
(Includes combined HMO Closed Network Plan and HMO Insured Preferred Provider Network Plan statistics)

**HMOs with over 150,000 Massachusetts Membership**

|                                                               | Total Discharges | Annualized Discharges per 1,000 Members | Total Discharge Days | Annualized Discharge Days per 1,000 Members | Average Length of Stay |
|---------------------------------------------------------------|------------------|-----------------------------------------|----------------------|---------------------------------------------|------------------------|
| <b>Fallon Community Health Plan, Inc.</b>                     |                  |                                         |                      |                                             |                        |
| Acute Care                                                    | 13,336           | 86.20                                   | 60,975               | 394.13                                      | 4.57                   |
| Maternity                                                     | 1,799            | 11.63                                   | 7,287                | 47.10                                       | 4.05                   |
| Non-Acute Care                                                | 4,461            | 28.84                                   | 89,377               | 577.72                                      | 20.04                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b>      | <b>19,596</b>    | <b>126.67</b>                           | <b>157,639</b>       | <b>1,018.96</b>                             | <b>8.04</b>            |
| <b>Harvard Pilgrim Health Care, Inc.</b>                      |                  |                                         |                      |                                             |                        |
| Acute Care                                                    | 26,559           | 68.04                                   | 113,043              | 289.61                                      | 4.26                   |
| Maternity                                                     | 4,472            | 11.46                                   | 14,290               | 36.61                                       | 3.20                   |
| Non-Acute Care                                                | 2,842            | 7.28                                    | 35,041               | 89.77                                       | 12.33                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b>      | <b>33,873</b>    | <b>86.78</b>                            | <b>162,374</b>       | <b>415.99</b>                               | <b>4.79</b>            |
| <b>Blue Cross and Blue Shield of MA HMO Blue, Inc.</b>        |                  |                                         |                      |                                             |                        |
| Acute Care                                                    | 44,721           | 49.06                                   | 199,674              | 219.04                                      | 4.46                   |
| Maternity                                                     | 10,683           | 11.72                                   | 34,446               | 37.79                                       | 3.22                   |
| Non-Acute Care                                                | 5,324            | 5.84                                    | 69,687               | 76.45                                       | 13.09                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b>      | <b>60,728</b>    | <b>66.62</b>                            | <b>303,807</b>       | <b>333.28</b>                               | <b>5.00</b>            |
| <b>Neighborhood Health Plan, Inc.</b>                         |                  |                                         |                      |                                             |                        |
| Acute Care                                                    | 8,423            | 55.44                                   | 46,468               | 305.88                                      | 5.52                   |
| Maternity                                                     | 4,388            | 28.88                                   | 17,941               | 118.10                                      | 4.09                   |
| Non-Acute Care                                                | 147              | 0.97                                    | 3,409                | 22.44                                       | 23.19                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b>      | <b>12,958</b>    | <b>85.30</b>                            | <b>67,818</b>        | <b>446.41</b>                               | <b>5.23</b>            |
| <b>Tufts Associated Health Maintenance Organization, Inc.</b> |                  |                                         |                      |                                             |                        |
| Acute Care                                                    | 32,201           | 99.86                                   | 147,913              | 458.68                                      | 4.59                   |
| Maternity                                                     | 2,914            | 9.04                                    | 9,316                | 28.89                                       | 3.20                   |
| Non-Acute Care                                                | 8,872            | 27.51                                   | 142,969              | 443.35                                      | 16.11                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b>      | <b>43,987</b>    | <b>136.40</b>                           | <b>300,198</b>       | <b>930.92</b>                               | <b>6.82</b>            |

**HMOs with 150,000 or less Massachusetts Membership**

|                                                          | Total Discharges | Annualized Discharges per 1,000 Members | Total Discharge Days | Annualized Discharge Days per 1,000 Members | Average Length of Stay |
|----------------------------------------------------------|------------------|-----------------------------------------|----------------------|---------------------------------------------|------------------------|
| <b>Aetna Health Inc.</b>                                 |                  |                                         |                      |                                             |                        |
| Acute Care                                               | 71               | 9.81                                    | 712                  | 98.39                                       | 10.03                  |
| Maternity                                                | 86               | 11.88                                   | 352                  | 48.64                                       | 4.09                   |
| Non-Acute Care                                           | 25               | 3.45                                    | 465                  | 64.26                                       | 18.60                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b> | <b>182</b>       | <b>25.15</b>                            | <b>1,529</b>         | <b>211.29</b>                               | <b>8.40</b>            |
| <b>CIGNA HealthCare of Massachusetts, Inc.</b>           |                  |                                         |                      |                                             |                        |
| Acute Care                                               | 176              | 37.10                                   | 950                  | 200.25                                      | 5.40                   |
| Maternity                                                | 59               | 12.44                                   | 183                  | 38.58                                       | 3.10                   |
| Non-Acute Care                                           | 4                | 0.84                                    | 70                   | 14.76                                       | 17.50                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b> | <b>239</b>       | <b>50.38</b>                            | <b>1,203</b>         | <b>253.58</b>                               | <b>5.03</b>            |
| <b>ConnectiCare of Massachusetts, Inc.</b>               |                  |                                         |                      |                                             |                        |
| Acute Care                                               | 387              | 49.47                                   | 1,408                | 180.00                                      | 3.64                   |
| Maternity                                                | 69               | 8.82                                    | 232                  | 29.66                                       | 3.36                   |
| Non-Acute Care                                           | 15               | 1.92                                    | 188                  | 24.03                                       | 12.53                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b> | <b>471</b>       | <b>60.21</b>                            | <b>1,828</b>         | <b>233.69</b>                               | <b>3.88</b>            |
| <b>Health New England, Inc.</b>                          |                  |                                         |                      |                                             |                        |
| Acute Care                                               | 2,264            | 33.07                                   | 9,650                | 140.97                                      | 4.26                   |
| Maternity                                                | 739              | 10.80                                   | 2,176                | 31.79                                       | 2.94                   |
| Non-Acute Care                                           | 239              | 3.49                                    | 3,175                | 46.38                                       | 13.28                  |
| <b>Total Inpatient Non-Behavioral Health Utilization</b> | <b>3,242</b>     | <b>47.36</b>                            | <b>15,001</b>        | <b>219.14</b>                               | <b>4.63</b>            |
| <b>UnitedHealthcare of New England, Inc.</b>             |                  |                                         |                      |                                             |                        |
| Acute Care                                               | 496              | 33.67                                   | 2,566                | 174.20                                      | 5.17                   |
| Maternity                                                | 84               | 5.70                                    | 371                  | 25.19                                       | 4.42                   |
| Non-Acute Care                                           | 0                | 0.00                                    | 0                    | 0.00                                        | 0.00                   |
| <b>Total Inpatient Non-Behavioral Health Utilization</b> | <b>580</b>       | <b>39.38</b>                            | <b>2,937</b>         | <b>199.39</b>                               | <b>5.06</b>            |

**Total Discharge Days: 1,014,334**