May 1, 2007
Licensing Agreement with CIGNA HealthCare

You and many others have had questions about our recent licensing agreement with CIGNA HealthCare. The following represents my explanation of what the agreement means to the UM-HMRC.

In essence, the agreement has little, if any, impact on our current research and service agreements, including what we have in place with you.

Our agreement with CIGNA HealthCare is **exclusive** to our stratification technologies (outside of the member-specific Health Risk Appraisal Profile delivered to the member completing the questionnaire).   The exclusivity includes the following key analytics:

1. Prioritized risks at the individual member level (included but not limited to what has been labeled, HRA Prioritized Risk Lists)

2. Trend Management System (stratification by cost trend and individual projected ranking according to cost projection) and

3. Risk Clustering technology plus our advanced analytics (stratification by clusters)

In addition to the above key analytics, our agreement with CIGNA HealthCare is **exclusive** for analytics that drive member-specific health intervention recommendations to enable outreach based on clustering and priority ranking of individual risk factors.

Our agreement with CIGNA HealthCare is **non-exclusive** to their use of our Health Risk Appraisal, measurement techniques and group aggregate reporting.

Neither we (UM-HMRC) nor CIGNA Healthcare are interested in limiting our existing projects and these projects will continue as will our interest in adding additional projects. As always, any of your priority information that is used or is derived from any of our work with your project will remain with your project. Our goal remains to advance the total field of Health Management.

If you have any question you are welcome to send me a message (dwe@umich.edu) or call me (734 647 7602).