



## MEDICAL STAFF UPDATE

May 29, 2007

### WakeMed and UnitedHealthcare in Contract Discussions

In recent weeks, WakeMed and UnitedHealthcare (UHC) have held several meetings to discuss ways to reach a new contract between our organizations. These negotiations have been constructive and positive progress has been made. However, a few differences still remain. Recognizing that many people in our community have key decisions to make, we felt it very important to provide you with an update about our discussions.

Since UHC terminated its contract with WakeMed March 1, 2007, we are truly grateful for the patience and understanding of our Medical Staffs and their patients. We know this has been difficult a situation for those who wish to receive or provide care at WakeMed. We also appreciate the tremendous support we have received from the community, our employees, patients and area employers.

It is important to note that our organizations have reached an understanding on many economic aspects of a potential new contract. Further, UHC has acknowledged the role of WakeMed's unique and tertiary services in our community and the importance of maintaining our mission. At the same time, we understand UHC's goal of remaining competitive in the Wake County market and their focus on serving their subscribers.

We believe it is very important that payors and providers have continuity in relationships. To that regard, WakeMed and UHC entered into these negotiations recognizing that our ability to work together is in the best interest of our community and the patients we serve.

While we have not yet reached a workable outcome that meets the goals of both UHC and WakeMed, we remain committed to work earnestly toward this goal. If we are able to agree on a contract, we will let you know as promptly as possible.

Again, we are grateful to you for your ongoing support. If you have any questions or concerns, please do not hesitate to contact Sue Hane, director, Physician Relations at 350-7893.

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