

**DEPARTMENT OF HEALTH AND HUMAN SERVICES  
OFFICE OF DIRECTOR**

**ACTION REFERRAL**

<b>TO</b> <i>Myers'</i>	<b>DATE</b> <i>1-10-08</i>
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<b>DIRECTOR'S USE ONLY</b>	<b>ACTION REQUESTED</b>
1. LOG NUMBER <i>000349</i>	<input type="checkbox"/> Prepare reply for the Director's signature DATE DUE _____
2. DATE SIGNED BY DIRECTOR <i>cc: Singleton</i>	<input type="checkbox"/> Prepare reply for appropriate signature DATE DUE _____
	<input type="checkbox"/> FOIA DATE DUE _____
	<input checked="" type="checkbox"/> Necessary Action

<b>APPROVALS</b> (Only when prepared for director's signature)	<b>APPROVE</b>	<b>* DISAPPROVE</b> (Note reason for disapproval and return to preparer.)	<b>COMMENT</b>
1.			
2.			
3.			
4.			

Log: Myers  
cc: Singleton  
N/A

Unison

**RECEIVED**

JAN 16 2008

Department of Health & Human Services  
OFFICE OF THE DIRECTOR

January 8, 2008

Emma Forkner, Medicaid Director  
Department of Health and Human Services  
P.O. Box 8206  
Columbia, SC 29202

Dear ~~Ms. Forkner~~: 

I am writing to let you know that Unison Health Plans, a multi-state public sector health plan enterprise, is being acquired by AmeriChoice, a UnitedHealth Group company offering government-sponsored health plans since 1989. Unison Health Plan of South Carolina, Inc. is included in the purchase. The combined entity will serve more than two million people across 20 states with no geographic overlap between AmeriChoice and Unison.

The acquisition will combine the strengths of two innovative industry leaders that have a similar heritage of providing traditionally underserved populations with access to quality health care and services through state Medicaid, State Children's Health Insurance Programs (SCHIP), Adult Basic Programs and associated Medicare Special Needs Plans. Our companies' commitment to clinical excellence and operating efficiencies will position us uniquely to better serve and extend care to the uninsured and underinsured and to become a significant part of your state's plans to cost effectively extend healthcare to additional adults and children.

Both management teams will work to leverage best practices across the combined organization and to bring to Unison additional resources from AmeriChoice and UnitedHealth Group. Unison will leverage UnitedHealth Group assets such as the data management capabilities of Ingenix. Ingenix applies technology and health intelligence solutions that help payers, physicians and hospitals to correctly document, bill, transmit and reimburse health care services, to control health care costs, to manage financial risk and to improve the quality of care. In addition, through UnitedHealth Group's OptumHealth group, Unison members will have access to a wider range of specialty health services such as dental, behavioral health, disease and case management.

Current Unison management will play a key role in the leadership of the combined businesses and in continuing to help state and local government organizations efficiently provide high quality health care to their constituents. The transaction is expected to close by mid-2008, subject to required regulatory approvals and customary closing conditions.

Emma Forkner, Medicaid Director

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This transaction will help us further improve health care quality, affordability and overall service for our members, as well as provide an even broader provider network. We intend to create more opportunities for our employees and yield increased efficiencies for our government partners such as you.

Please see the attached press release for more detail. Should you have any questions or concerns please do not hesitate to call me at (412) 858-4000.

As always, we value our relationship with you and greatly appreciate the opportunity to continue to provide access to quality care and services to the uninsured and underinsured in the State of South Carolina.

Sincerely,



John P. Blank, M.D.  
President & CEO  
Unison Health Plans