



HOOPERHOLMES

Hooper Holmes / Portamedic Brokerage Presentation

Debbie Smith

AVP – Director Brokerage Distribution

Insure your decision

Our Vision

- To be the leader in collecting personal health data and transforming it into useful information, enabling our customers to take actions that manage or reduce risks and expenses.

HH Enterprise Overview

- ▶ Hooper Holmes reputation has been based on:
 - Our Value
 - Our people
 - Our performance
- ▶ Founded in 1899 as The National Insurance Information Bureau
- ▶ Continued Growth
 - 1989 Acquired Insurex
 - 1992 Acquired Life Data
 - 1995 – Purchased ASB Meditest
 - 1999 – Purchased PSA (Paramedical Services of America)
 - Formally PMI from ChoicePoint
 - Formally IMR
- ▶ New CEO – Roy Bubbs
 - New focus on Brokerage Distribution

Hooper Holmes Portfolio of Services



Health information to reduce underwriting risk
Unmatched geographic coverage
Medical history, Attending Physician's Statements
Full service tele-interviewing center in Kansas City



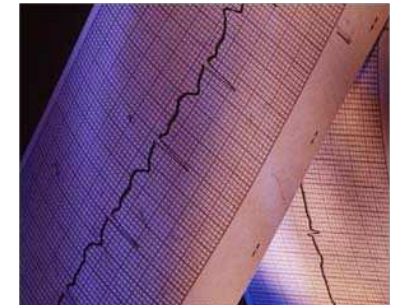
National reference laboratory at 65% capacity
FDA approved kit manufacturer



Outsourced underwriting
Over 250,000 cases per year



- ▶ Portamedic manages 4 million cases per year.
- ▶ Guaranteed coverage in every zip code.
- ▶ Paramed and MD Exams
- ▶ Blood and Urine
- ▶ EKG's
- ▶ Mature Assessments
- ▶ Quality Check
- ▶ Managed Scheduling
- ▶ Custom Work Flow Processes
- ▶ Application Packet Delivery and Retrieval
- ▶ Paperwork Distribution / Heritage Lab
- ▶ Imaging





Teledex Solutions

- ▶ Part A / Part 1
- ▶ Part B / Part 2
- ▶ Additional Questionnaires
- ▶ Reflexive Questions
- ▶ Paramed Ordering
- ▶ Printed on company application and state specific forms
- ▶ Signatures procured on all required forms
- ▶ Packet Delivery
- ▶ Inspections
- ▶ Transfer of Data



InfoLink Solutions

- ▶ APS Retrieval
- ▶ Formals and Informals
- ▶ Regional APS Centers
- ▶ APS Summaries
- ▶ Compliance with GLB Privacy Act and HIPPA
- ▶ Inspections
- ▶ MVR's



- ▶ Full service national lab
- ▶ Located in Kansas City
- ▶ FDA registered for medical device packaging
- ▶ Full menu of testing
- ▶ Ability to handle completed paperwork
- ▶ Review paperwork
- ▶ Image and doc type paperwork



- ▶ Formerly “MAAS” Mid-America Agency
- ▶ National Provider of Outsourced Underwriting
- ▶ APS Summaries
- ▶ Trial Case Review and Preparation
- ▶ EKG Interpretations
- ▶ Underwriters available
- ▶ Life Settlements / Life Expectencies
- ▶ Overflow Underwriting for Carriers

Integrated Connectivity Tools

- ▶ Internet Access
 - Order, Status, Image
 - System to System
 - XML Transactions
 - ACORD Standards
 - NAILBA Standards
- ▶ Work with Agency Management Systems
 - EZ Data – Smart Office
- ▶ FTP Sites for posting images
- ▶ Movement of data collected

What is Hooper Holmes / Portamedic working on.....

- ▶ Voice and Electronic Signatures
- ▶ B2B / Hot Transfers
- ▶ Better “overall applicant experience”
- ▶ Premiere Customer Service
- ▶ Managed Scheduling
- ▶ Quality in all we do
- ▶ End to End Processing
- ▶ Development of Stronger Partner Relationships
- ▶ Better internal efficiencies
- ▶ Piloting new services to deliver exams & retrieve APS's 50% faster.



HOOPERHOLMES

**Thank you for your business
and the
opportunity to expand our partnerships!**

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