



CareFirst Commits More Business to NASCO

In April of this year, NASCO celebrated the completion of CareFirst BlueCross BlueShield's Large Group Migration (LGM) of 200+ accounts, which accounted for more than 500,000 contracts moving to the NASCO Processing System. The three-year effort involved more than 100 CareFirst and NASCO employees and resulted in more than half of CareFirst's business being processed on NASCO.

While the original LGM included ASO business for 200+ accounts, CareFirst's HMO Risk (BlueChoice) product continued to be processed on TriZetto's Facets system. We are pleased to announce that Chet Burrell, CareFirst President and CEO, has decided that all 200+ business, ASO or risk, will be processed on NASCO.

This exciting change means many new things for CareFirst and NASCO, including:

- NASCO will build the legal entity functionality to enable support for the BlueChoice product.
- CareFirst will move 13,500 contracts from Facets to NASCO by Jan. 1, 2012.
- CareFirst will move the remaining Facets 200+ accounts upon renewal.
- CareFirst will sell all new 200+ accounts on NASCO.
- NASCO will improve CareFirst's **MembersEdge**® processes in 2011 to prepare for the BlueBase-to-MembersEdge migration in 2012.

In total, this change will result in 80 more groups and approximately 53,000 contracts migrating from Facets to NASCO. While NASCO and TriZetto are still in a tight race for CareFirst's business, this change puts NASCO one step closer to being CareFirst's single system solution.

Several NASCO associates worked tirelessly during the Due Diligence phase to make this migration possible. Our thanks to Anne Bayerl, Brian Bortree, Cindy DeLonjay, Craig Fagin, Laura Gitre, Roy Holmes, Jinelle Rudder, Cindy Schramm and Krista Yager. They did an amazing job in closing this gap.