



Managed Care

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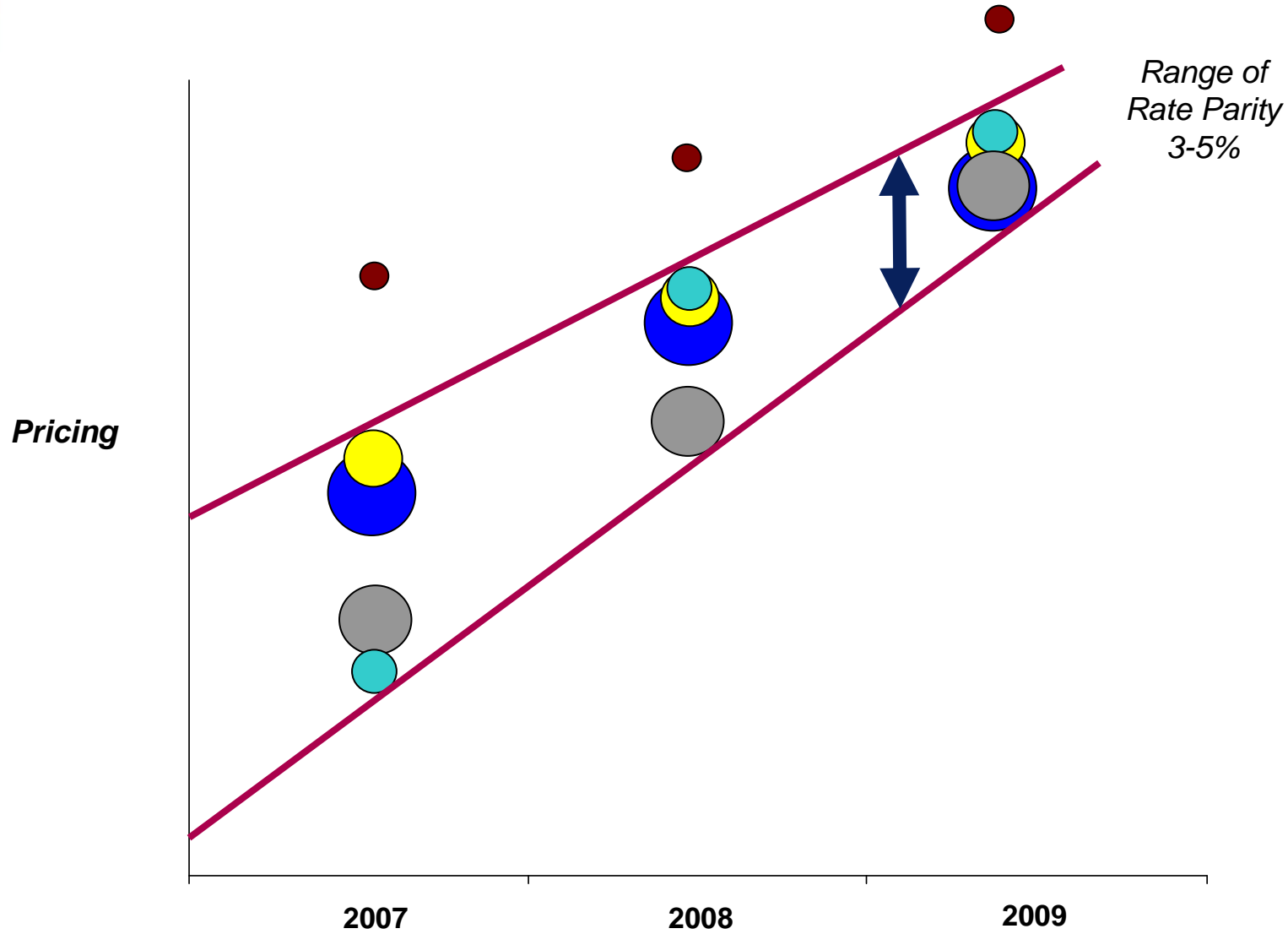
Senior Vice President & Chief Managed Care Officer

Overview

- Managed Care Pricing Stats and Update
- P4P Trends
- Commercial Volume Update
- Tenet's Positioning for the Future

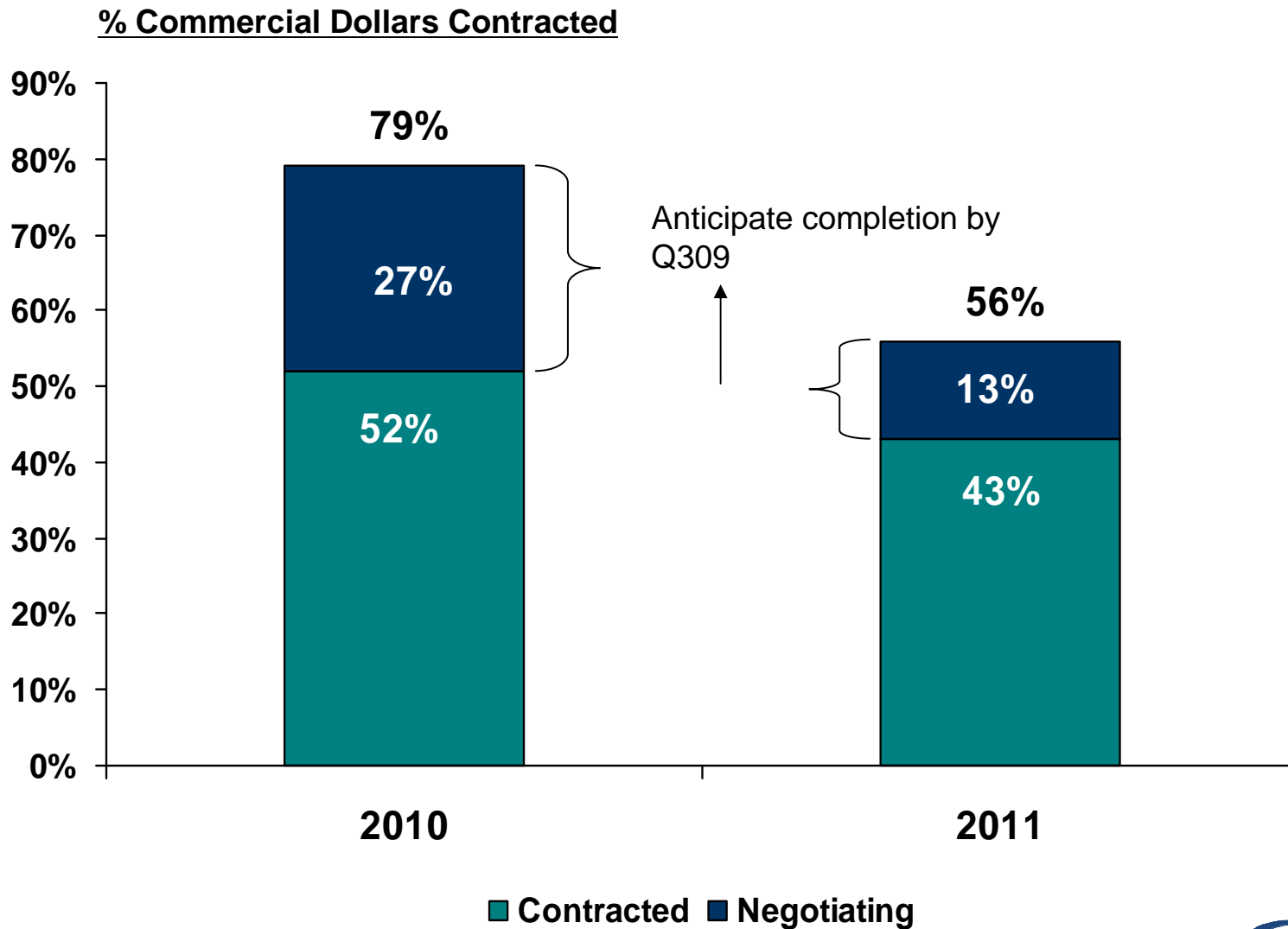
Rate Parity Example

2007-2009 Comps for One Tenet Market



Insights into 2010 & 2011

Commercial Revenue Already Under Contract



Total P4P 2009 - 2011 = \$35 – 40 Million Opportunity So Far

- Blue Cross of California
- BCBS of Georgia
- BCBS of Missouri
- Independence B.C.
- United
- BCBS of Tennessee
- CIGNA

Hospital Non-Participation Summary

As of Q1 09

Non-Par Hospitals as of:

	Q2 '07	Q3 '07	Q4 '07	Q1 '08	Q2 '08	Q3 '08	Q4 '08	Q1 '09
Aetna	9	8	8	0	0	0	0	0
UHC	1	1	1	0	0	0	0	0
CIGNA	8	8	8	0	0	0	0	0
Coventry	18	16	10	0	0	0	0	0
BeechStreet	35	35	35	0	0	0	0	0
WellPoint	6	6	6	6	0	0	0	0
MultiPlan/PHCS	11	11	11	11	0	0	0	0
Humana	6	6	6	6	6	6	6	0

Note: All hospitals are in network with all respective Blues plans nationally

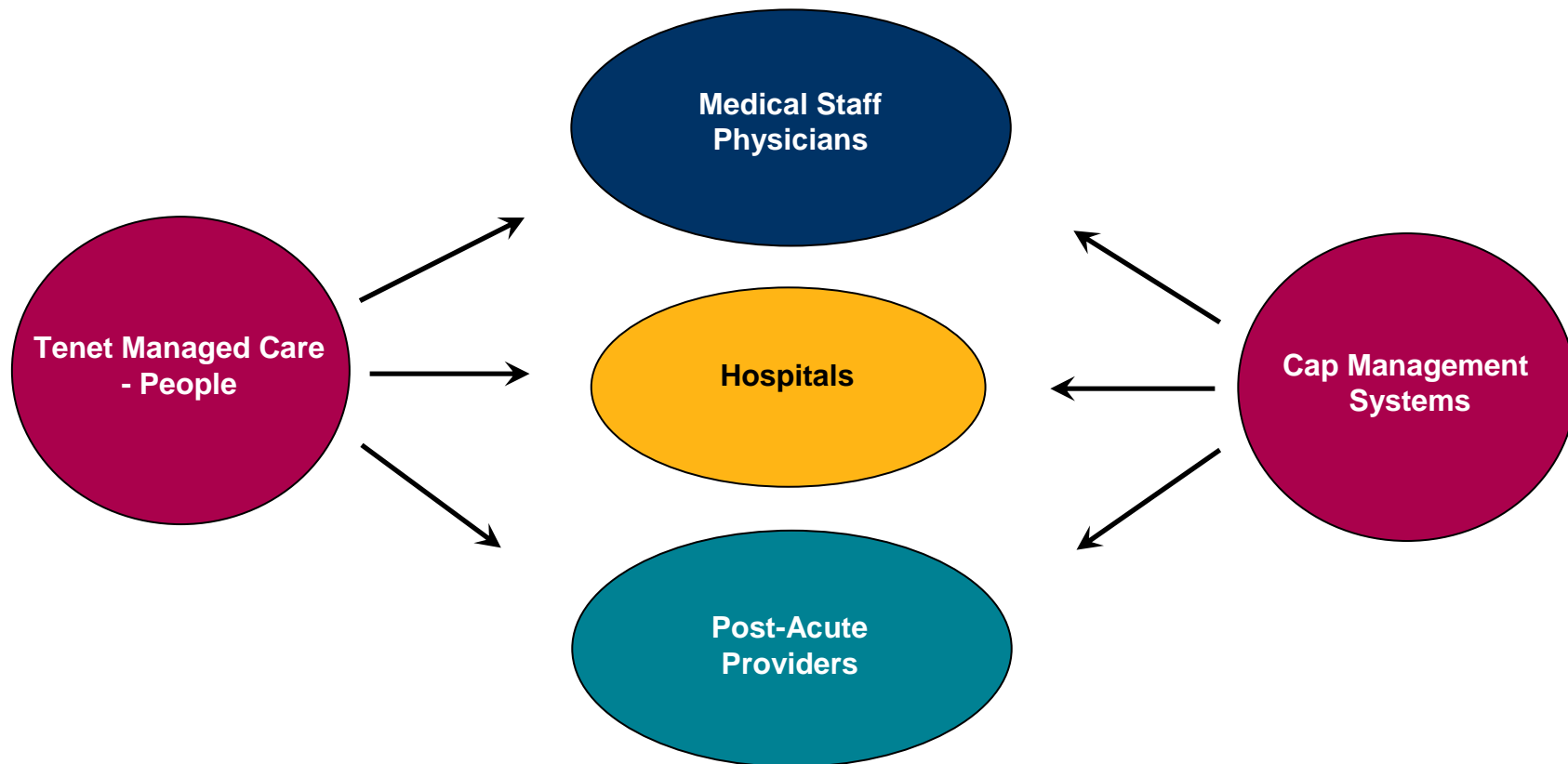


Affiliated Physician/Medical Staff Network Participation Summary

<u>Health Plan</u>	<u>Baseline May 07 % of Tenet Medical Staff Participating</u>	<u>Q4 07</u>	<u>Q1 08</u>	<u>Q1 09</u>
• Aetna	60%	61%	87%	89%
• Cigna	64%	64%	88%	87%
• BCBS FL	59%	72%	73%	78%
• BCBS TX	67%	71%	71%	74%
• UHC	65%	67%	69%	78%
Avg for all the above	63%	67%	78%	81%

Positioning for Healthcare Reform

Bundling



Summary

- Finish Rate Parity Initiative
- Continue to incrementally add to P4P
- Continue adding medical staff physicians to health plans' networks
- Positioned well for the future