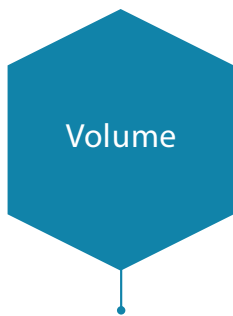


Aon Risk Solutions' Health Care Practice

The Aon Health Care Practice was established to focus resources and expertise in servicing health care clients within this industry segment. Currently, a dedicated National Practice of 18 professionals support the Health Care Centers of Excellence in Aon's 6 regions in the U.S. to provide consulting, broking, alternative risk, managed care, and educational services to our clients. In addition, specialty groups have been formed to address the needs of the industry in actuarial and analytics, captive management, reinsurance, property and general casualty lines of coverage, and specific programs and products for institutions and individual providers.

Our robust network of dedicated professionals provides an array of services and innovation to academic medical centers, multi-hospital systems, public and private hospitals, pediatric facilities, rehabilitation facilities, group purchasing programs, captives, risk retention groups, physician groups insurance companies, long-term care facilities, ancillary health care companies, and managed care organizations. We have developed a comprehensive range of specialized health care skills and knowledge that we apply in a creative and customized approach to each health care client's business challenges.



Aon's Health Care Practice is the largest health care consulting and brokerage practice in the insurance industry, servicing more than \$1 billion in property and casualty insurance premium.



The Practice has a significant presence in the health care captive/risk retention group space, actively working with over 100 health care clients (more than any other brokerage firm).



The Practice works with many health care organizations throughout the country, providing a full range of services for all lines of coverage, including program design, feasibility studies, and enterprise risk consulting.

Aon Health Care Delivers Competitively Priced Insurance Solutions for:

- Emerging risks related to health care reform
- Benchmarking resources customized for the health care industry
- Health care systems, including integrated delivery systems, multi-state operations and academic medical centers
- Senior care services such as nursing homes and assisted care

- Alternative risk consulting services, including analytic and actuarial services
- Other health-care associated services such as blood banks, staffing, dialysis centers, etc.
- Professional or management liability, property, workers' compensation, managed care exposures (including stop-loss)
- ERM (enterprise risk management) and risk management
- Employee benefits

We're here to empower results

Mary Pulley
Managing Director
Aon Risk Solutions
+1.317.237.2405
mary.pulley@aon.com

Ron Calhoun
Managing Director
National Health Care Practice
+1.704.343.4128
ron.calhoun@aon.com

Dominic Colaizzo
Chairman
National Health Care Practice
+1.215.255.1728
dominic.colazzo@aon.com



Aon is a proud sponsor of the Indiana Hospital Association.



Stability: Aon...

- Is the largest insurance broker in the world
- Is the largest reinsurance broker in the world
- Manages more health care captives than any other firm
- Is the largest health care broker based on premium placement

Leading Health Care Risk Broker

- Over 800 health care clients with over \$1B in insurance premiums
- Dozens of health care systems, academic medical centers and hundreds of community hospitals
- A significant presence in the senior care, health plan, and health insurer segments of the marketplace

Innovation

- Integrated ART (alternative risk transfer), analytics, broking and servicing
- Alternative captive and RRG utilization to support emerging provider strategies

- Mitigation strategies to manage current and emerging risks for which no risk transfer vehicle currently exists

Benchmarking and Analytic Resources

- HPL Benchmarking Study: Aon/ASHRM HPL Benchmarking Study is released annually.
- Annual Health Care Industry Reports, published when market changes warrant.
- Captive Benchmarking Study: Aon issues a captive benchmarking study regularly which includes specifics on health care captives.
- Aon's Long-Term Care Benchmarking Study, conducted by Aon Risk Solutions Global Risk Consulting Actuarial and Analytics, is released annually.
- Aon's Health Care Workers Compensation Barometer report is released biennially.