



# *Numbers Don't Lie*

May 28, 2010  
UOP, LLC  
Contracting

Dear Colleague:

Recently you received a communication from Oakwood Senior Vice President William Isenstein objecting to UOP providing you with 2009 BCN financial data that clearly indicated the most significant factor causing the \$3,748,481 deficit was a 44% increase in the cost per admission at Oakwood Healthcare System Hospitals from 2008 to 2009. Mr. Isenstein suggested that Oakwood's 44% increase really wasn't the cause of the deficit and the loss of your 2009 withhold in BCN.

Perhaps you should just look at BCN's numbers for 2009 and then decide who is significantly responsible for the deficit and the entire loss of your 2009 withhold.

**\$3,748,481** The actual 2009 deficit in the UOP/BCN contract.

**\$2,564,789** The actual amount paid by BCN for the 44% increase in inpatient charges at Oakwood Hospitals from 2008 to 2009. *(By comparison the pharmacy loss was \$332,500)*

**\$814,458** Your 2009 physician withhold that was forfeited to BCN to cover the inpatient deficit.

**\$0** The amount of your 2009 BCN withhold that will be returned to you

Now that you know the facts does it make sense to transfer your managed care contracts to Oakwood or participate in Oakwood's "new" Physician Hospital Organization? Don't be deceived by the blizzard of mail, faxes and emails being sent to you by Oakwood.

Please contact UOP at 313-240-9867 if you have any questions or need more information.

Sincerely,

*UOP Contracts Committee*