Attachment 11

Market and Market Share Information of SPH

Confidentia' oprietary
Trade Secret ..formation

	Soundpath Health Marketshare in Service Area by County - CMS Data as of 10/1/2012										
	SPH Service Area	**Medicare Eligibles**	**MA Lives 10/1/2012**	**MA Penetration**	**01-Feb-12**	**01-Oct-12**	**change**	**% change**	**% Total SPH Enrollment**	**MA Market-share**	
New in 2012	*Chelan*		*2332*		*910*	*980*	70	*7.7%*	*5.8%*	*42.0%*	
	Douglas	*33426*	*1020*	*15.8%*	*457*	*473*	16	*3.5%*	*2.8%*	*46.4%*	POD 7
	Grant		*1724*		*226*	*228*	2	*0.9%*	*1.4%*	*13.2%*	
	Whatcom	*34557*	*11998*	*34.7%*	*96*	*113*	17	*17.7%*	*0.7%*	*0.9%*	POD 8
	Snohomish	*95011*	*40003*	*42.1%*	*5218*	*5370*	152	*2.9%*	**31.9%**	*13.4%*	POD 6
	King	*258731*	*79800*	*30.8%*	*2212*	*2576*	364	*16.5%*	*15.3%*	*3.2%*	*
	Pierce	*116549*	*30915*	*26.5%*	*2747*	*2842*	95	*3.5%*	*16.9%*	*9.2%*	POD 2
	Thurston	*43107*	*13351*	*31.0%*	*2808*	*2824*	16	*0.6%*	*16.8%*	*21.2%*	POD 1
	Lewis	*16830*	*4404*	*26.2%*	*1419*	*1447*	28	*2.0%*	*8.6%*	*32.9%*	
	Totals	**598211**	**185547**	**31%**	**16093**	**16853**	760	4.7%	*100%*	*9.1%*	

* Most of our PODs (pools of doctors) fall roughly into county boundaries, except for POD 5, which holds FFS business from several different counties. POD 9 is a unique provider contract.

Sent by Diana Elser (253-517-4344) to Mark Bjornson and Christine Tomcala 10/31/2012