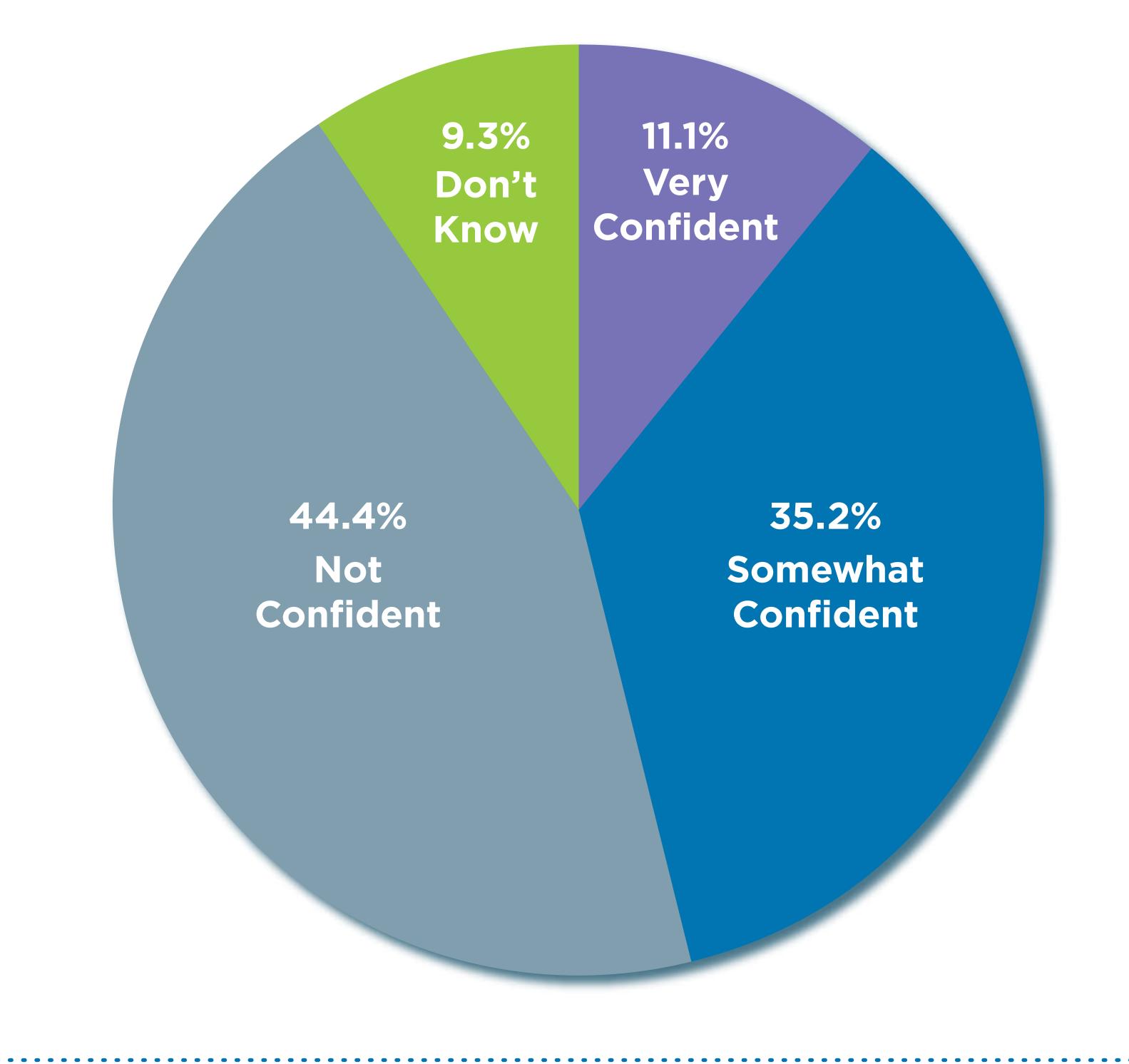
5 THINGS LARGE EMPLOYERS THINK ABOUT PRIVATE HEALTH INSURANCE EXCHANGES

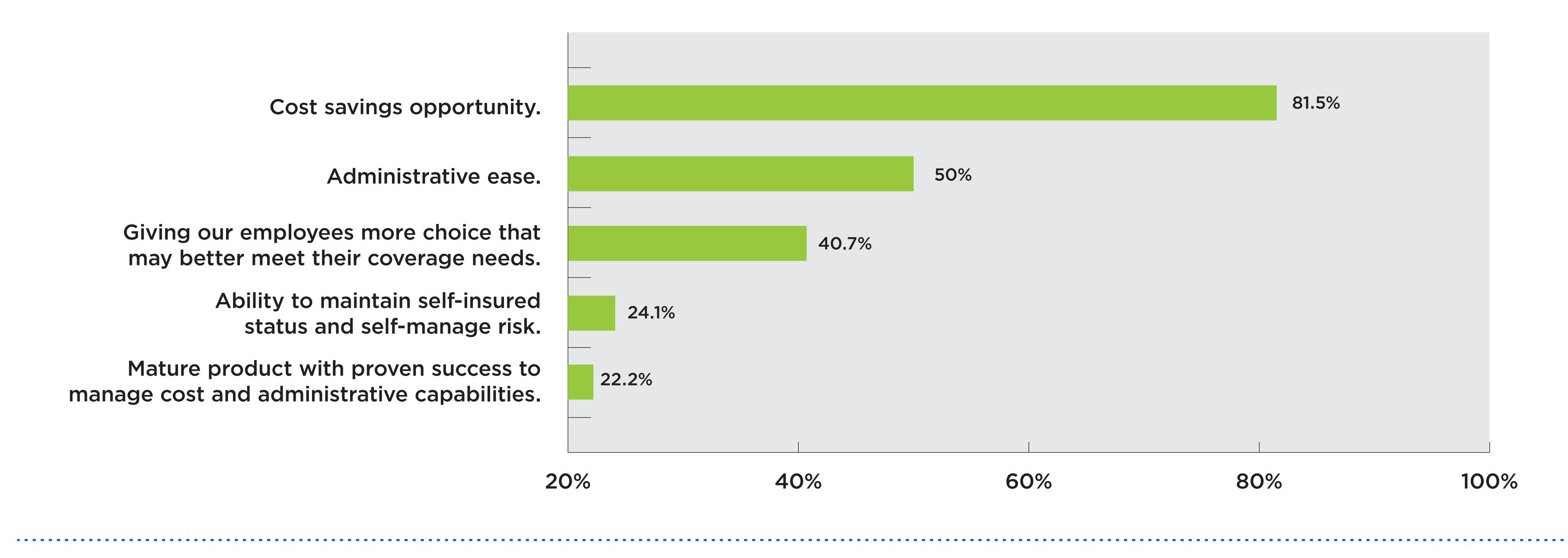
How confident are you that private insurance exchanges will provide a viable alternative to your current methods of providing health coverage to active employees?

Confidence is shifting and becoming polarized. More employers are either "Not" or "Very" interested. There's less middle ground.



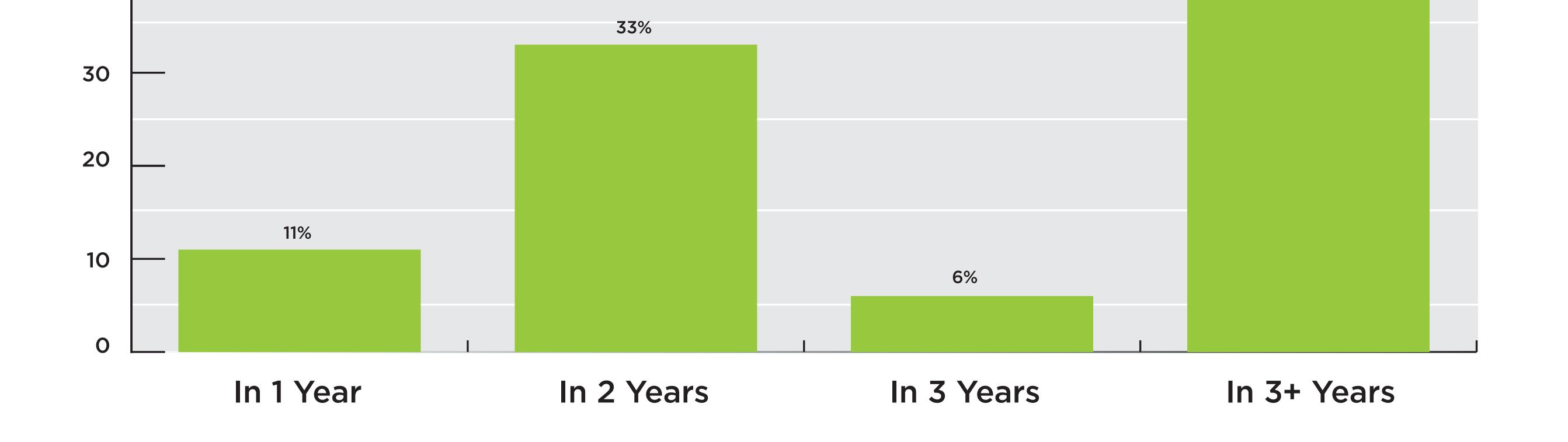
50%

Which of the following reasons rank as most important in your company's decision to move to an exchange (select up to 5)?

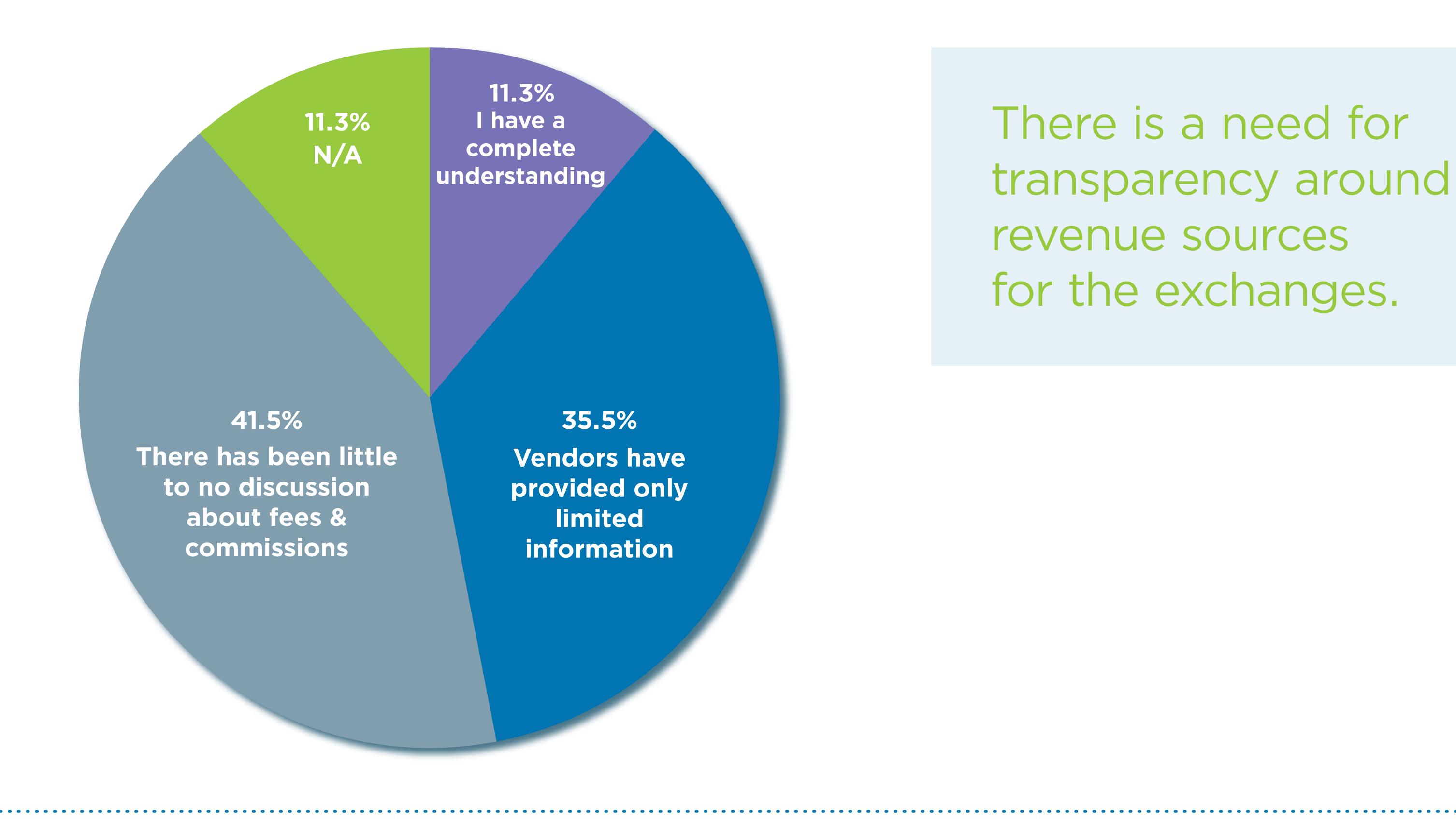




Timeline for moving ACTIVE employees (if interested in exchanges)



How would you assess your understanding of the revenue sources of exchanges, as well as the expected revenue level required to administer an exchange for your company?



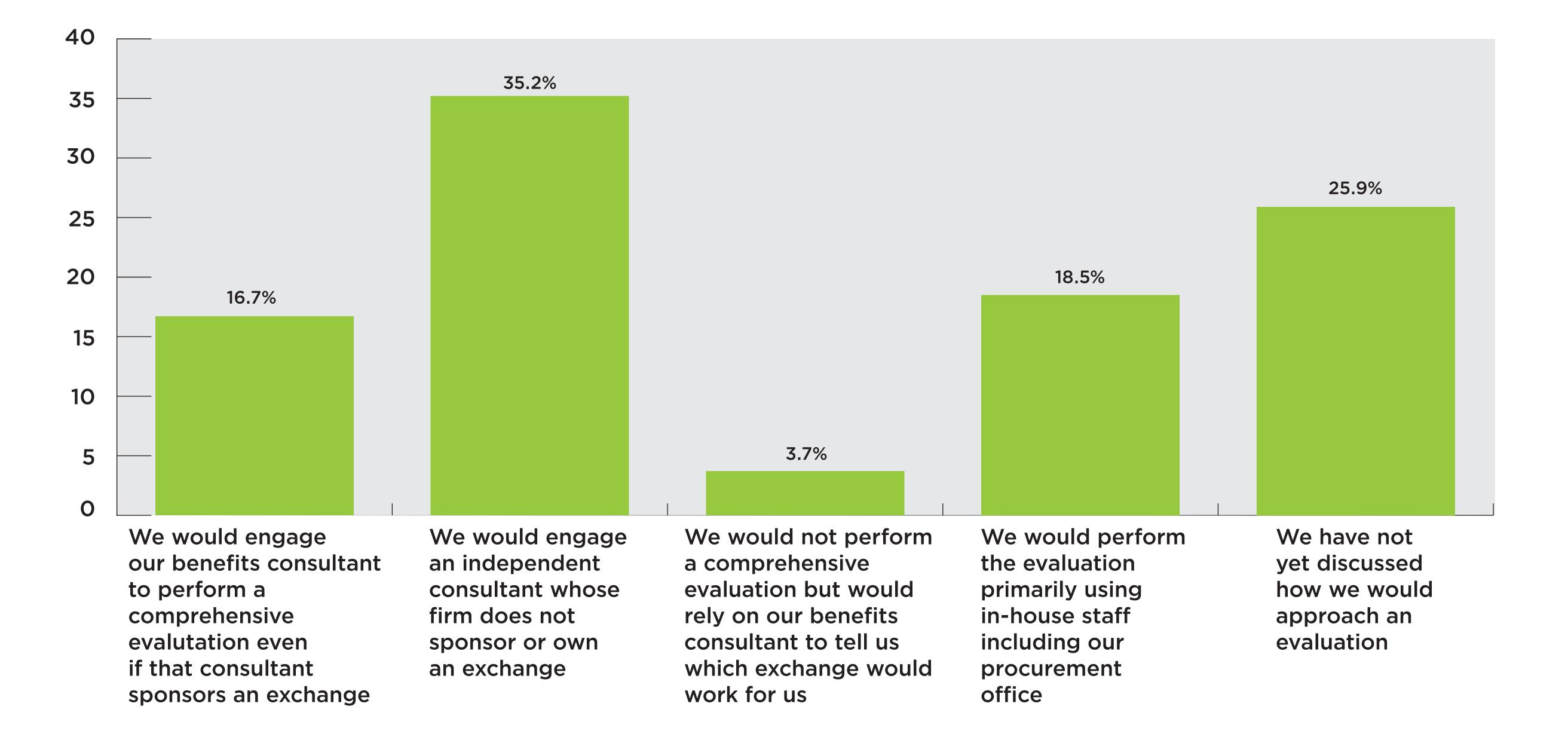


50

40

Large employers understand that they need help in evaluating exchange vendors and many seek independent advice.

Generally speaking, how would your company evaluate the exchange vendors?



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