

PA Insurance Department Informational Meeting

Statement of Scott Byers in Support of the Proposed Merger of BCNEPA and Highmark

November 12, 2014

My name is Scott Byers. I am President & CEO of EDM Americas, an information management company and leading employer in northeastern Pennsylvania.

Thank you for holding this hearing to hear from the people of this region about the proposed merger of Blue Cross of Northeastern Pennsylvania (BCNEPA) and Highmark, Inc.

I am pleased to be here today to voice my support for the proposed merger.

EDM makes companies like BCNEPA more efficient, effective and compliant by managing their data and information streams. Managing the flow of information and documents is our focus every day, which frees up our clients to focus on their mission-critical items. Within the last year, our company, formerly Diversified Information Technologies, merged into the EDM Group, an international provider of outsourced information management services, to create EDM Americas. In making that decision, we recognized the benefit of affiliating with a larger company so that we had the capital and support to become a more cost-effective business that delivers greater value to our customers. Integrating with the EDM Group expanded the company's access to

additional resources and systems for best practices to enhance our clients' experiences and provide capital to fuel our growth in the United States.

Access to additional resources, technology and systems are equally important for health plans in today's competitive health care marketplace. Health insurers must provide a comprehensive portfolio of insurance services to their business customers and their employees, and must be able to deliver those services efficiently.

So I recognize the importance of BCNEPA affiliating with a larger insurer. A large company like Highmark has the scale, resources and capital to operate more efficiently, invest in new technologies and best practices, and develop a wider range of products and services for employers and their workers.

Combining these strengths with BCNEPA's effective customer service capacity and reputation in the regional market will produce a stronger company that has a deeper offering of products, services and capabilities for its customers. That will benefit companies in this region, as well as their employees.

Our company has maintained a strong relationship with BCNEPA. BCNEPA has always been a customer-focused and forward-looking organization. I am confident that this will continue under Highmark if the proposed merger is approved.

Thank you for this opportunity to present my comments as your agency considers this transaction.