



EXPERIOR.
CORPORATION

HEALTHCARE INFORMATION SYSTEMS

5710 Coventry Lane ■ Fort Wayne, IN 46804
(260) 432-2020 ■ (260) 432-4753, fax
(800) 595-2020

www.experior.com

January 30, 2006

Mr. Doug Short
Benicomp Group
8310 Clinton Park Dr.
Fort Wayne, IN 46825

Dear Mr. Short,

Experior Corporation had been faced with rising healthcare costs – over 18% per year – for the last several years. We had tried many forms of cost shifting to make the increases as palatable as possible. We raised co-pays, eliminated services, raised employee premiums, and deductibles. Every year, employee morale would suffer because they were paying more for less, not caring or concerned that it was straining our budget, as the company was absorbing as much of the increased costs as we could.

This year, we were able to LOWER premiums thanks to the Benicomp Advantage Wellness Program. I must admit that I was skeptical as to how the program would be accepted by our employees. We elected to do a “trial run” on the lab tests, so they would know which areas needed concentration before the “real” labs were done.

We noticed tangible as well as intangible results immediately. Several employees starting an exercise program, others started eating healthier. We noticed sick days declined and staff had more energy. I have to give the credit to the Wellness Program, as that was the only variable that had changed. Fortunately, due to the “trial run”, one of our employees discovered a severe blockage of their arteries, and got medical assistance before they potentially suffered a major heart attack or stroke.

Everyone we have had contact with at Benicomp has been very professional, knowledgeable, and dedicated to providing service to us, the client. This started with Joe Clark, and has continued on throughout the implementation with the rest of your team.

I know from personal experience that we typically hear from clients when we fall down, and rarely when we have risen to exceed expectations. I just wanted you to know how pleased we are with the Wellness Program, and our relationship with Benicomp. Your company has made a positive impact on our bottom line.

Best regards,

Rex J. Whitten
Executive Vice President & COO