



News Release

Contact:

Media: Colleen McCarthy
+1 212 915-8307
colleen.mccarthy@willis.com

Investors: Peter Poillon
+1 212-915-8084
peter.poillon@willis.com

Willis North America Announces 2012 Managed Care Roundtable

Managed Care Organizations Grapple with the Risks of Reform

CHICAGO, September 5, 2012 – Willis North America, a unit of Willis Group Holdings (NYSE: WSH), the global insurance broker, announced today its 2012 Managed Care Organization Roundtable September 11-12 in Chicago, IL.

Willis is a leading insurance broker in the health care industry. The Managed Care Practice, a sub-specialty of its National Health Care Practice, brings specialized expertise and dedicated resources to this space, proudly serving group insurers, pharmaceutical benefit managers, local government sponsored plans, IPAs and ACOs of all sizes.

This annual event features educational and networking opportunities and combines leading specialists from the Willis Managed Care Practice with key insurance carrier partners, consultants, legal experts and over 30 representatives from national, regional and local managed care organizations and pharmaceutical benefit managers. Entitled *Managed Care: At the Tipping Point?* this year's Roundtable will address both the risks and opportunities managed care organizations face in their capacity as the all-important financing force shaping health care delivery in the wake of health care reform.

Commenting on the event, Sandy Berkowitz, Willis Managed Care Practice Leader, said, "While the industry is split between payors and providers, Willis believes three big ideas currently span both segments: provider alignment, payment transformation and reform readiness. All our efforts, including this roundtable, aim at understanding the impact of these three concepts on our clients."

"As the focus on the payor's value proposition for curtailing health care costs continues to intensify, it is imperative for managed care organizations to fully comprehend their risks and cost drivers, and develop strategies for long term success that acknowledge those risks. Willis is proud to offer this platform of intelligence to help firms navigate the new landscape of health care delivery," Ms. Berkowitz continued.

Experts will lead a variety of educational sessions, including:

- AMA Physician Payment Transformation Workshop

- Diversification Strategies Produce Improbable Bedfellows-- and Strategic Risk Dilemmas
- Anticipating Market Disruption Risks: Medical Loss Ratio and Health Insurance Exchange Fall-Out
- Calculating and Recovering Damages in Complex MCO Litigation
- Risk Management in the Wake of PPACA

More information and an agenda can be found here:

<https://welcome.willis.com/mcoroundtable12/default.aspx?PageView=Shared>

About Willis

Willis Group Holdings plc is a leading global insurance broker. Through its subsidiaries, Willis develops and delivers professional insurance, reinsurance, risk management, financial and human resource consulting and actuarial services to corporations, public entities and institutions around the world. Willis has more than 400 offices in nearly 120 countries, with a global team of approximately 17,000 employees serving clients in virtually every part of the world. Additional information on Willis may be found at www.willis.com.

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