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## **WELCH ALLYN OFFERS EMPLOYEES DEFINITY HEALTH CONSUMER DRIVEN BENEFIT PROGRAM**

*New Health Benefit Provides Employees Increased Freedom – and Responsibility – in Health Choices*

**MINNEAPOLIS, MN** – Dec 29, 2001 – Definity Health today announced that Welch Allyn, Inc., one of the world’s leading manufacturers of innovative medical diagnostic solutions and patient monitoring systems, will offer its consumer-driven health benefit program to employees. Some 2,200 employees of Welch Allyn and it’s affiliated companies, Hand Held Products, Inc. and Everest VIT, Inc., will be given the opportunity to select the Definity Health program this fall, with coverage beginning in January 2002.

The Definity Health program differs dramatically from managed care and other health benefit plans by allowing employees greater freedom to make healthcare choices, giving them greater responsibility for managing health benefit dollars and providing incentives for using health services prudently. It supports them as consumers of healthcare by providing useful information on wellness, prevention, and treatment as well as on the pricing and quality of local health services.

Under the Definity Health program, members pay for healthcare services of their choice out of their Personal Care Account, an account funded by employers at a set amount each year. Any funds remaining in the Personal Care Account at year-end roll over and may be used by employees for future medical expenses. If an employee’s annual healthcare costs exceed funds in the Personal Care Account, health coverage is provided once a deductible is met. In addition, Definity Health provides extensive tools and information to support consumers as they exercise greater choice and take on increased responsibility in making informed health and wellness decisions.

“Welch Allyn takes pride in being recognized as a world-class, innovative company,” Dan Fisher, vice president of human resources, said. “It’s entirely consistent to offer our employees the best in cutting-edge benefit programs.”

Welch Allyn joins a growing list of companies that will offer the Definity Health benefit to employees for coverage in 2002. They include Fortune 500 companies Raytheon Group, Textron Inc., Aon Corporation, Medtronic, Inc, Countrywide Credit Industries, plus the University of Minnesota, Dade Behring and Ridgeview Medical. Marsh USA, Inc. is the world's leading risk and insurance services firm and assisted in the evaluation of the Definity Health product, as an option for Welch Allyn.

“The dramatic increase in cost is leading many companies to reevaluate their health benefit strategies, while remaining cognizant that employees will continue to be their most important asset,” said Tony Miller, chief executive officer of Definity Health. “Our program gives employers and their employees a true alternative to managed care. We're delighted to be selected by Welch Allyn and pleased with the interest Definity Health has received from employers and employees.”

Welch Allyn, Inc. was founded in 1915 and is today a leading manufacturer of innovative medical diagnostic equipment, patient monitoring systems, and miniature precision lamps. Headquartered in Skaneateles Falls, New York, USA, Welch Allyn employs more than 2,200 people and has numerous manufacturing, sales and distribution facilities located throughout the world. Additional information on Welch Allyn and its products may be found at [www.welchallyn.com](http://www.welchallyn.com). To learn more about Welch Allyn's affiliated companies, Hand Held Products and Everest VIT, please visit [www.handheld.com](http://www.handheld.com) and [www.everestvit.com](http://www.everestvit.com), respectively.

Minneapolis-based Definity Health ([www.definityhealth.com](http://www.definityhealth.com)) began operations in 1998 with the goal of providing health benefit programs that give consumers both greater choice and responsibility over their healthcare decisions. Financial backers include Kohlberg Kravis Roberts & Co., Merrill Lynch Ventures, Bain Capital, Aon Corporation, Alta Partners, Psilos Group Managers, Toronto Dominion Investments and Brightstone Capital. Key strategic partners include Johns Hopkins University and Health System, Synertech, Unifi, Wells Fargo and Merck-Medco.

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