1.	SUPERIOR COURT OF NEW JERSEY LAW DIVISION: CIVIL PART
2	ESSEX COUNTY, NEW JERSEY DOCKET NO.: ESX-L-4216-05 DOCKET NO.: ESX-L-109-08
3	A.D. #
4	ALRSON, D.D.S.,
5	Plaintiff,)
6	vs.) TRANSCRIPT) OF
7	HORIZON BLUE CROSS BLUE) HEARING SHIELD OF NEW JERSEY,)
8	Defendant.)
_	Place: Essex County Veterans Courthouse
9	50 West Market Street Newark, New Jersey 07102
10	Date: July 23, 2012
11	BEFORE:
12	HONORABLE PAUL J. VICHNESS, J.S.C.
13	TRANSCRIPT ORDERED BY:
14	ERIC D. KATZ, ESQ., (Mazie, Slater, Katz &
15	Freeman, LLC)
16	APPEARANCES:
17	ERIC D. KATZ, ESQ., (Mazie, Slater, Katz & Freeman, LLC), Attorney for the Plaintiff Class.
18	JOHN M. MURDOCK, ESQ., (Benton, Potter & Murdock), Attorney for the Defendant.
19	MAXINE NEUHAUSER, ESQ., (Epstein, Becker & Green),
20	Attorney for the Defendant.
21	
22	TRANSCRIBER: Kristin Giangerelli KING TRANSCRIPTION SERVICES FRANK H. ULRICH
23	901 Rt. 23 South, Center Suite 3 Pompton Plains, New Jersey 07444
24	Recording Opr:
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1.	APPEARANCES (continued):
2	THOMAS ESCHLEMAN, ESQ., (Horizon Blue Cross Blue Shield Assistant General Counsel)
3	THOMAS A. GENTILE, ESQ., (Lampf, Lipkind, Prupis
4	and Petigrow), Attorney for the Objectors.
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	THE COURT: This is in the matter of <u>Kirsch</u>
2	versus Horizon Br Bl Blue Cross Blue Shield of
3	New Jersey, docket numbers L-4216-05 and 109-8. Can I
1	have appearances?
5	MR. KATZ: Good morning, Your Honor; Eric
5	Katz of the law firm of Mazie, Slater, Katz and
7	Freeman, on behalf of the Plaintiff Class.
}	MR. MURDOCK: Good morning, Your Honor; John
)	Murdock with the law firm of Benton, Potter and
LO	Murdock, with me is Maxine Neuhauser with the law firm
.1	of Epstein, Becker and Green; representing the
ŧ2	defendant, Horizon Blue Cross Blue Shield. And with u
:3	is Assistant General Counsel for Horizon, Thomas
.4	Eschleman.
L5	THE COURT: Okay.
L6	MR. GENTILE: Good morning, Your Honor;
.7	Thomas Gentile of Lampf, Lipkind, Prupis and Petigrow,
L8	for the objectors, Dr. Krugman (phonetic) and Dr
.9	THE COURT: Well, come come have a seat.
20	MR. GENTILE: Thank you, Your Honor.
21	THE COURT: Now, I I understand that
22	there's a substitution of attorney filed; I haven't
23	seen it.
24	MR. GENTILE: I can give you a copy, Your
25	Honor.

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1	THE COURT: Okay; and I haven't received any
2	opposition from you. I've got Mr. Bortek's (phonetic)
3	opposition.
4	MR. GENTILE: Yes, Your Honor; we we were
5	appearing on Mr. Bortek's papers.
6	THE COURT: Okay.
7	MR. GENTILE: May I approach, Your Honor?
8	THE COURT: Sure.
9	MR. GENTILE: Thanks.
10	THE COURT: Okay, so I assume when this says,
11	"Consents to a substitution as counsel for the
12	plaintiff", you meant the defendant.
13	MR. GENTILE: Yes, Your Honor; I apologize.
14	THE COURT: Okay.
15	MR. MURDOCK: no, I'm sorry, Your Honor.
16	MS. NEUHAUSER: (inaudible)
17	MR. MURDOCK: Horizon's the defendant.
1.8	Plaintiff's in the Plaintiff Class. So, you're
19	appearing
20	THE COURT: Well, it would be as
21	MR. GENTILE: We are appearing
22	THE COURT: as
23	MR. GENTILE: on behalf of the objectors.
24	THE COURT: as counsel to the objectors.
25	MR. GENTILE: Yes, Your Honor; on behalf of

1 | the objectors.

that on July 16th, Mr. Bortek sent a letter asking that this matter be adjourned because he was going on vacation as of yesterday. I was on vacation when that happened, but my law clerk advised him that we weren't going to adjourn this. Notwithstanding the fact that the notice said that it could be adjourned. We're talking about notice that went to 17,000 people; some of whom required notices sent to more than one location. And so the opportunity between a — a letter dated July 16th and now, to renotify, it — it — it would have been just way to remote and require an incredible amount of work, in an incredibly short period of time.

So, at -- the objections that have been filed seem to deal with, most particularly, (A) the legal fees; and (B), the amount of the settlement to the members of the class.

MR. GENTILE: Yes, Your Honor; there's actually two aspects to the objection. The first aspect of the objection incorporates both of what you just said; it is the disproportionality between the legal fees and the amount being paid to each class member under this proposed settlement.

The second aspect of the objection has to do with the supposed business reforms under the settlement agreement. The objection — objectors are concerned that these proposed business reforms do not object — do not address the core claims in the case of bundling, downcoding. That there's nothing in these proposed business form — reforms that in any way restrain Horizon from continuing, in the future, to do exactly what this class action lawsuit was about. So those are

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THE COURT: Okay, leaving aside the monetary part; Mr. Katz, you want to be heard just on the second part of it?

the two aspects of the objections.

MR. KATZ: Yes; there were various aspects to these lawsuits and what they were about. To use Mr. Gentile's terminology that the "core claims" of the case, they involved essentially two a -- two -- three aspects -- excuse me, three aspects. One is violation of the prompt pay laws. The second is Horizon's alleged bundling and downcoding policies. And the third is the hassle factor of what class members for years have been having to deal with, with Horizon in terms of the claim submission follow-up processes. What's going to happen to their claims? Where is the money? When can they expect to get paid? Having to

devote many people at exorbitant overhead, large

overhead, to deal with claim submission and follow-up

processes.

THE COURT: There's also -- as I recall -- complaints about Horizon Blue Cross Blue Shield changing their schedule of payments.

MR. KATZ: Correct; they -- that's -- that's -- that's an issue too; where there's fee schedule issues, where they're not being paid according to the fee schedule.

All of these aspects of these claims are dealt with in this settlement. And let me first preface this by saying this is a settlement that offers very significant value; both monetarily and we discussed this based upon — in — in this — in the lengthy submissions to the Court — based upon class counsel's research, this is one of the largest dental class action settlement funds in a claims adjudication case that there's ever been.

And the amount that's being paid to class members, who submit the claim -- under a very simple claims submission process -- of \$167.70, trumps the amounts that have been paid in other highly touted managed care class actions over the years. Both prior dental class actions, as well as the -- settlement --

which is a national class action settlement, which Mr.

Gentile's firm is very familiar with, since his firm

has -- has repeatedly objected to settlements that have

been resolved by my law firm; both as to <u>Sutter</u>, which

is the physician consolidated case, and this case. So

in terms of one of the core claims, in terms of -- of

money that would be owed to the class, the \$2.85

million settlement fund is certainly a sizable

settlement fund to deal with that particular claim.

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With regard to the bundling and downcoding claims -- and I'm not going to get into this right now, unless Your Honor has questions, but we addressed the issues -- the legal issues that we would of had to deal with if this litigation continued to go forward. But with regard to the bundling and downcoding claims, there are -- there is one reform, in particular, the advisory committee that's been set up. That has been highly touted in other litigations because it brings the parties together.

You've got to understand, what these lawsuits are ultimately about -- they do business together. The idea is to bring the combatants -- if you will -- together. And one of the significant issues with the advisory committee is to deal with making recommendations -- formulating and making

recommendations that deal with bundling policies on a going forward basis. So that core claim -- if you will -- is also being dealt with in this litigation.

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And another issue that's been raised, you talk about not being paid according to fee schedules.

I'm going to -- I'm going to bunch that in -- if you will -- with the hassle factor. That's all part of what we call the "hassle factor", with class members either not getting paid what they expected to get paid, or being given -- if you will -- the run around.

What's going on with my claim? When can I expect to get paid?

There are numerous business reforms in this settlement that address those; including the fact that fee schedules are going to be provided upon request; including the fact that there are now dedicated e-mail addresses that are being set up that require Horizon to respond in a timely fashion to questions about, what was I paid, what is the fee that I expected to get paid, what's going on with my claim, where's my capitation payment. These are reforms that were already found to be valuable in the <u>Sutter</u> case, over Mr. Gentile's firm's objection, recently affirmed by the Appellate Division.

So I would submit to the Court that all of

the core claims have been more than fairly and
adequately dealt with in this settlement. And the only
other thing I would say, Your Honor, is -- and we cited
to this case law, and we're all attorneys, we all
understand this -- settlement is a compromise. There
is no such thing as a perfect settlement.

mean, part of their settlement is Horizon still says,
"We didn't do anything wrong. We're settling the case,
but we don't admit that anything that we did was
wrong." I mean, I can tell from my experience with the
case -- I remember the first time I met Mr. Murdock.
And Mr. Murdock told me, "Judge, you can put this down
on your calender, there is no way this case will ever
settle. Horizon is dedicated to trying this case,
because we haven't done anything wrong and we're going
to prove it this time." And up until, fairly recently,
he'd smile, but his position never changed.

So this isn't a case where you started the suit; they said, okay, we're going to give in, now let's negotiate the terms. This is a case that was ready to go to trial. When you submitted — the mediation with former Magistrate Hedges — and — and I assume from the papers that I've read, that with his help, you were able to come up with what I have in

front of me now, which is not everything you wanted.

It's certainly not everything that they wanted to give,

but something -- as all good settlements are -- that

both sides could live with.

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MR. KATZ: That's right, Your -- that's right, Your Honor. And I -- if I could just expand briefly on that point? This settlement was achieved, essentially, after almost seven years of hotly fought, sometimes contentious litigation. This is -- in our papers with over 20 -- with 25 depositions, over 30 days of deposition testimony, well over 100,000 documents produced, gigabytes of data of all types that were produced, electronic claims discovery, member claims discovery, various electronic discovery about Horizon's claims processing practices, and negotiations that ultimately led to this settlement were the product of a year's worth of -- of -- of negotiations going back and forth. Business reforms, settlement proposals of cash, going back and forth for several months under the very watchful eye of former Federal Magistrate Ronald Hedges. And the settlement was only achieved due to his invaluable assistance of -- essentially -banging heads together and bringing us to a resolution.

And I just want to add one more thing to that because I know this will be an issue that we dealt --

Argument - Mr. Katz/ Argument - Mr. Gentile

deal with later. The issue of fees, which was also 2 resolved -- counsel fees, which was also resolved with 3 the invaluable assistance of Judge Hedges, was not an 4 issue that was even remotely broached until all of the 5 settlement terms were done and we closed the book on the class benefits. Only then, did we turn to the 6 7 issue of attorneys' fees and an incentive award to Dr. 8 Kirsch. And again with Judge Hedges's invaluable 9 assistance, we were able to reach an agreement on -- on that in terms of what Horizon would not oppose, but 10 ultimately it's Your Honor that makes the call on that. 11

THE COURT: Okay.

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MR. GENTILE: Thank you, Your Honor. With regard to the core claims in this case -- prompt pay, downcoding, and bundling -- class counsel is emphasizing the supposed importance of the advisory committee. I think it's important to remember here that this advisory committee has no binding power. There's nothing that this advisory committee can do, that will change Horizon's practices regarding prompt pay, downcoding, and bundling. It's all relying on the supposed good faith of everyone to being -- being brought together and doing what's right.

And the objectors are opposed to that because there is no guarantee to them that these pro --

practices will change in the future. When you look at the settlement agreement, and you look at the business reforms that are set forth in the settlement agreement, you see the same phrase again and again; "Horizon will continue its current practice. Horizon will continue its current practice." These business reforms amount to nothing more than Horizon now promising that they're going to do the things that they had already promised that they had done before, but never did. And —

mean, for instance, one of the complaints — as I recall — was the fact that the schedules of payments would change. And that it would be difficult for the dentists to know, when they were providing services, exactly what they were going to get paid, because these things were constantly changing. Horizon, for instance, has now agreed they're going to change it once a year. And when they change it, they're going to post the changes. So that, at least for a year, there should be no question about what the schedules are.

MR. GENTILE: Well, it's going to -- it -it's going to be changed and it's going to be posted,
Your Honor; that's correct. But what the objectors
would have liked to have seen is the schedule set forth
in the settlement agreement, saying you're going to be

Argument - Mr. Gentile/The Court getting this and the practices going forward will be this. And there will be an enforcement mechanism --

enforcement mechanism, which is to come back to court, which hopefully will never have to be used. But that's my hope, since at least until they retire me, it'll be coming back to me. But — I mean, it — I can't say — and — and I would imagine that Horizon Blue Cross Blue Shield is never going to agree that, here's our schedule and we're never going to change it. I mean, why would they do that?

And as -- as conditions change -- what they have agreed and -- and would seem to me to be a major agreement, is to do it only once a year, so that people can plan going forward. And -- and they've agreed to post it as part of this settlement. So, the complaint that they don't -- you know, that dentists don't know what it is, they've agreed to make all of this stuff as -- as -- as part of this settlement; their policies, their procedures. It -- it -- I don't know how you can say that this agreement, this settlement, isn't making this into a more transparent situation. It -- it -- you know, e -- everybody I -- I -- I hear and -- and I read Mr. Bortek's objections.

In -- I guess I've been involved in this case

for five years, six years; nobody else came forward to
represent the dentists. Nobody else was willing to
spend a half a million dollars of their own money and
expenses. Nobody else was willing to invest the
thousands and thousands of hours that they invested,
not knowing whether or not they were ever going to get
paid anything for this case.

Certainly you have a right to object, but the objection lacks a -- a -- you know, a -- a little bit of credibility, when the only party whoever came forward to represent this class was Mr. Katz's firm.

And they're the only one who fronted the money in this case. I mean, nobody said, geez this is so important, we're going to collect the money and we're going to make sure that the half a million dollars in expenses that you've got -- or I think it's 488,000, but let's call it -- round it up to half a million, it -- it -- that's -- it's so important that we're going to go, and the 17,000 dentists who are in the class, are all going to contribute so that even if they don't get any money, at least it won't come out of pocket. No -- nobody did that.

I mean, we'll get to that discussion and -- and the whole -- you know, in -- in doing fees, that all comes into -- but -- but it -- it's easy to stand

The Court

L	back and and complain. But I mean, I know
2	Horizon's position. I've seen their papers. I know
3	their position is if we litigated it they're
1	position was from the start that your expert is
Š	never going to qualify to be an expert in this case.
õ	You're not going to have anyone who can quantify in
7	money, what you say your damages are. And and it
3	was a basic disagreement. It wasn't you know, it
)	we think the numbers should be this. Their position
LO	was that her entire method was invalid, and that they
11	were going to have no expert to testify to quantify in
L2	money damages any amount of money.

The prompt pay -- the position was that the law was changing; portions of it have changed. And -- and therefore -- although at the time the litigation started, that there were provisions in the prompt pay law, that at least the plaintiff's firm felt were valid. -- portions of those have been revoked, and changed, and -- and called into question.

So, I mean, it -- it -- this is not a case of Horizon simply saying, we don't think you're going to win. And -- and -- you know, the plaintiff saying, well -- you know, that's your opinion, but you've got nothing to back it up. In fact, I -- I don't think it was posturing. We -- we were about at

the point where there were going to be dispositive motions in this case. If the case didn't settle before the dispositive motions, there's a chance that Mr. Katz's firm and -- on behalf of the class, would have won them all; in which event, maybe there would be more money available. On the other hand, there's a chance that the class would lose; in which event, Horizon's position I'm sure would have been, well you can get no money from us; where you going?

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Now, once that happens, once I have to make a decision, then where are the negotiations going? So, is -- is it the perfect settlement? No. Is it a fair settlement? And -- and we'll discuss it, but I think it's fair to both sides. And -- you know, any good settlement is a settlement that both sides can live with; not necessarily a settlement that either side is really happy with. Because if one side is really happy, and the other side is --, then it's probably not a fair settlement for the side that isn't real happy, and is probably too good for the side who's really happy.

So it doesn't address to the detail that I know Mr. Katz would have liked on behalf of the class. Given a perfect world, there would be more that he would be asking for. Monetarily there would be more.

In changes there would be more. But do I believe that 2 he got everything he could have gotten? Yes, I think 3 he did. It -- as you sit here, from my perspective, 4 and -- and you watch the fighting, and -- and to say it 5 was content -- contentious at times, it was the majority of the times. I mean -- you know, fortunately it never got to name calling; it never got to those 8 things. But dirty looks -- right from the start as long as I've been in this case. Both sides believed their cases. And both sides fought, as good lawyers 10 do, very hard for their cases. 11

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If either side could have written a settlement, would they have written this settlement? I'm sure not, but that's why it's a fair settlement. Because it addresses the problems that the case have and take into account, what's the most that you can get by way of -- not just money, but by way of making procedures more transparent, easing procedures for the dentists, having at least the ability to have an advisory committee that they're -- that Horizon's willing to work with. Is it going to work, as everybody hopes it's going to work? I don't know. I can't tell you; I don't think anybody can tell you.

Is this being done with an eye towards being able to work together? I believe that. I don't

believe that Horizon is doing this because they want to 1 2 pull the wool over everybody's eyes. That doesn't mean that there aren't going to be disagreements. That 3 doesn't mean that there aren't going to be portions 4 5 where parties with potentially adverse interests aren't going to disagree. It does have the advantage of 6 7 retaining jurisdiction in this court, so there's someplace to go without having to start a lawsuit all 8 0 over again, if there are disagreements.

I -- I -- I hear your objections and we haven't talked about money at all and -- and I understand that. But you -- your position and the position of your clients, that this isn't as good a settlement as we should have, is too little, too late. Okay; it -- it is -- I believe, from all the papers that I've reviewed and -- and they're extensive, both in opposition and on behalf of this, as good a settlement, as far as these changes could go.

Money, quickly -- I haven't seen a specific objection to the \$17,500 for Dr. Kirsch, as the class representative. Is -- is there objection to that?

MR. GENTILE: No, Your Honor; there's no objection to the --

THE COURT: Okay.

MR. GENTILE: -- representative plaintiff's.

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1. THE COURT: I was going to say he's -- he's -- he's the guy who came forward and took the step. 2 3 Let's talk about the \$2,850,000. And -- and I understand part of your objection is the provision in 4 the agreement which says, "If you don't file, that 5 money goes back to Horizon." Okay, does it put a 6 7 responsibility on the class members to come forward? 8 It absolutely does. Is that a major burden? I think 9 they've made the opportunity to file a claim, about as 1.0 easy as you can do it. It -- we're not talking about 11 something that all the dentists are going to have to go out and hire lawyers to review and file. It requires, 12 on the part of the members of the class, a minor effort 13 14 to get their money. 15 Part of the reason that the \$167 and change is so little, is because the class is 17,000 people. 16 17 Presumably one would hope that they at least read what 18 they've been sent; the opt-out rate is unbelievably small. I -- I believe it's 13, although I've heard 19 that it might be a 14th person. 20 21 MR. KATZ: That's correct, Judge; --22 UNIDENTIFIED MALE: That's correct, it is --23 MR. KATZ: -- it's 14. 24 UNIDENTIFIED MALE: -- 14. 25 THE COURT: Okay; out of 17,000 people.

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I realize it takes something to opt-out. It's always
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    -- you know, more difficult if you have to do
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    something. But once again, not a difficult procedure
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    to opt-out. $2,850,000 is a -- is a lot of money.
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    it going to be $2,850,000? We won't know until people
    file their claims and they've got till the middle of
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    August. But there's nothing that Horizon, as the
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    defendant in this case, can or will do to discourage
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    members of the class from filing a claim.
                                               They're
    depositing this money, so that it's easily available
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    for people who file a claim. They're not saying, wait
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    till after it's all done, and then we'll write the $167
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    checks as they come. They're depositing the money, as
    I believe.
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              Then we get the legal fees. And I -- I -- I
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    understand -- I think -- all the various objections
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    that you've made and -- and I'll be glad to hear you
    again, or if you want to supplement as far as your
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    objection to the legal thing.
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              MR. GENTILE: Your Honor, unless you have
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    specific questions, we're happy to --
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              THE COURT: Okay.
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MR. GENTILE: -- you know, rest on what's --

THE COURT: No, I --

MR. GENTILE: -- set forth in the papers.

THE COURT: -- I -- I don't have any questions. I -- I've done a lot of reading; I've done a lot of studying. I find -- although it's not the same case -- the decision in -- in <u>Sutter versus</u> Horizon Blue Cross and Blue Shield -- it's interesting, C other than Sutter, the next named plaintiff in the case, I've got litigation involving him in the breakup of his practice, but that has nothing to do with anything.

But -- but this is a case that was decided on July 11th, 2012 -- or the appeal -- the most recent appeal of that case -- and -- and there are a lot of similarities between the complaints that the doctors had. This case talks about a maximum class number of approximately 18,000, as opposed to 17,000 here. In -- interestingly, it -- it talks about the number of optouts which -- let me see if I can find it. Yes, 18,000 members; there was 991 timely requests for exclusion; and 74 untimely requests. So -- you know, 14 to 17,000; 991 to 18,000.

We're talking about the same firm. We're talking about the amounts of money that were paid to each attorney. And we were talking about a hearing which was done with a -- a blended rate, which the Appellate Division approved of. And -- and a lodestar,

The Court 24

given the type of litigation, (A) that there's public interest in this litigation, as there was with the doctors. Anything that can be more efficient for the provision of billing for healthcare, certainly benefits the public at large, not just the 17,000 dentists.

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But once again, a — a position, as I mentioned before, where it's not like we had five different lawyers, each starting this lawsuit, fighting to be designated class counsel. There was no competition for the honor of spending a half a million dollars of their own money, not knowing whether or not they were going to get any of it back and whether or not they were going to get paid anything. There's litigation that's gone on for some seven years, and they've gotten not a penny paid back to them for seven years.

And — and I'm not saying that they did this virtuously. Obviously, they hoped to get paid and paid well for what they did, but no guarantees. I mean, it's like any contingency case, there's never a guarantee. The difference is that the amount of time spent and the amount of effort put into the case; the tremendous amount of discovery, more than 25 depositions. Heaven knows the motion practice, that I've observed, which has been extensive.

I -- I've gone through their bill. And in --in the objection it talks about duplication of -- of effort. And -- and there is some of that, but if you look at the decision of -- I guess it's Judge Graves, if I remember correctly. Well we can't -- we don't know, because it's a per curiam decision. But -- but they talk about that it's not unreasonable for two lawyers to receive compensation for working together on class action litigation. It -- it -- it talked about -- and I guess in -- in that case it was Judge Bernstein, who handled the case, and -- and -- both the first and the second hearings as far as fees.

There -- there was sometimes where there was duplication of -- two people at a deposition, for instance. But given the complexity of what we're talking about, it -- it -- it certainly is not unusual to have, not just one lawyer at a deposition, but it certainly cuts down on the amount of time spent at the deposition. For one lawyer to be able to do questioning, and another lawyer being able to give him documents, find places in discovery; those types of things. In the long run, it probably saved money to be able to do it that way.

But what -- what I think is significant here is if you look at the hours spent by members of the

1	firm, the vast majority of the hours of Mr. Katz's I
2	believe that if you add Mr. Katz's hours and Mr.
3	Mazie's hours, you're up over 75 percent of the hours.
4	Subtract the 100 hours for the law clerk; that's really
5	handled separately and and in a blended rate, we
6	don't even blend those hours, but because they're so
7	much lower. But if if you look at the effort, I
8	I believe that the amount of hours certified to were
9	spent. I believe that the hours spent were necessary.
10	They talk about a a blended rate of \$650;
11	probably not inapplicable, even though in in <u>Sutter</u> ,
12	I believe, it was 550 that was used. But if you
13	you got to look at the end result. So if I use a
14	blended rate of \$600 instead of 650, which is probably
15	low particularly since Mr. Mazie and Mr. Katz did 75
16	percent of the work. But if I use \$600, at at \$600
17	times 2,940 hours, comes out to \$1,000,764 \$64,000.
18	There are eight hours for the law clerk at \$100 an
19	hour; that's another \$800. So it comes out to
20	\$1,000,764 \$764,800.
21	The lodestar effect the effect to be given
22	to them because they took a case that was not popular,
2.3	they took a case that but for the ability to get some
24	sort of reward, wouldn't be taken. The lodestar as

25 as you look at the cases, generally are someplace

between 25 percent and 35 percent; they want 35 2 percent. I won't give them 35 percent. Let's assume I 3 give them 30 percent, that would make the lodestar at 4 \$529,440; or a total of \$2,294,240. Let's assume I go 5 to the bottom of the range, 25 percent. At 25 percent, the lodestar comes out to -- or the 25 percent comes 6 7 out to \$441,200; for a total of \$2,206,000. They've asked for expenses -- and I believe they're expenses --8 9 of 488,100 -- \$488,184.08. If I add that to a \$600 blended rate, plus 25 percent, it's over the \$2.5 10 11 million.

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number under what a low blended rate would give them, and a 25 percent kicker rather than a 35 percent kicker. So even reducing everything below where they want it, they're still over the 2.5 million they've agreed to take. I -- I know the feeling is that they're being greedy; I don't think they're being greedy. I -- I -- they've agreed to cap it at \$2.5 million. And they're the ones who took all the chances here. The only one who had a financial stake that they could lose, was the law firm.

How do you get law firms to take this type of case, without giving them a return, if they win or settle the case? How are they -- how are you going to

The Court/The Court - Decision/Colloquy 28 say to a law firm, "Look we'll give you \$200,000 for your 2,940 hours of work"? I mean, who's going to take it? The only people who would take it are brand new lawyers, who have no idea how to handle this type of litigation. I'm fortunate Mr. Katz learned on other people; okay, you've got to learn some time. But he's not learning now. I mean, he's got a lot of experience now in doing this kind of work. It doesn't mean that people are happy, but if you don't give them just compensation -- if they win or if they settle -- you'll have none of this kind of litigation. It would make Mr. Murdock happy.

But I don't think it makes the consumer, or the clients -- there won't be clients, because everyone will want to be paid hourly. I mean, I -- I don't see this kind of litigation starting on an hourly basis.

And if it was done on an hourly basis, knowing what they bill now, they'd be making far more than \$2.5 million.

So, I -- I -- I think it's fair; I think it's just. I think they're probably entitled to more than \$2.5 million, but they were willing to cap it; I'm not going to exceed their cap. They're not going to pay more than the cap.

So, now let -- let's get to --

1	MR. KATZ: Your Honor, excuse me, if I may?
2	Just so the record is is clear. We had submitted a
3	supplemental certification on Friday that updated our
4	hours, because our initial hours were through May 21

THE COURT: And -- and -- I know, and it didn't include, among other things, any of the preparation for --

MR. KATZ: Well, it -- it included the additional hours to deal with the objection and -- and -- and settlement administration related issues. But just so the record's clear, and the Court doesn't have to redo the calculations, but the total number of hours, as of today -- before coming into the courtroom today, which I'm not including, nor am I going to address the further settlement administration issues. As Your Honor knows the class members have till mid-August to file claim forms. And I keep getting calls every day about the settlement, what to do, and so forth.

But as of Thursday, July 19th, the total hours that we submit are reasonably expended are 3,035; which is an additional 87 hours from the calculations Your Honor did. Plus there was an additional \$529 of out-of-pocket expenses that primarily dealt with copying the vol -- copying charges for the voluminous

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   papers that were submitted as part of the final
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    approval process. So, the total out-of-pocket expenses
    we're seeking reimbursement for are $488,713.28 --
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    488,713.28. And the total number of hours are 3,035 as
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   of July 19th. Thank you.
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              THE COURT: Okay; whi -- which just makes it
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    -- you're still willing to be capped at the $2.5
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   million?
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              MR. KATZ: Oh ves; ves. It -- oh --
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              THE COURT: I -- I --
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              MR. KATZ: -- well I just want the record to
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   be clear --
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              THE COURT: No, no, the expenses become
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    important because they're not income to you, among
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    other things. It's a pay back of expenses.
              MR. KATZ: And I just believe it further
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   buttresses the lodestar analysis which would believe is
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    fair and reasonable in this case.
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              THE COURT: Okay; this case has two parts to
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   it -- or the settlement of this case has two parts.
    One is the money, $2,850,000 -- or up to $2,850,000;
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   whether it's that amount of money or somewhat less, is
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   going to be dependent upon the members of the class.
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   If everybody files, that's what the number's going to
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If people don't file, the number's going to be

less. But the Plaintiff Class is who's going to determine how much it's going to be.

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Then there are -- let's call them "business reforms", and they include -- and I'm not going to go into great detail, but -- but they include changing the provider portal -- that -- that's the website used by dentists in submitting claims. So that there's more information on how to file claims; when claims have been paid; identifying what dental codes have to be on any claims; requiring what codes require what information, like medical explanations of what was done.

number so that dentists can submit predetermination forms, knowing that they're going to one location, and not just mailing them in. Giving a — a guaranteed answer time to those predetermination requests.

Providing for a procedure where select dental claims will be reviewed by Horizon's dental consultants, for the purpose of assessing the quality and consistency of the determinations that are made on those types of claims.

Establishing an advisory committee of Horizon participating assis -- dentists. And as I understand it, with the cooperation of the New Jersey Dental

Association, for the purpose of recommending clinical edit policies and practices with regard to the -- Blue Cross's insured dental plans. Providing a dedicated liaison to address participating dentists' inquiries concerning capitation payments. Providing a dedicated e-mail address to accept questions from participating dentists about the adjudication of certain claims, or the status of certain claims, or the appeals of certain claims. Providing detailed annual compliance reporting 10 of the implementation of all of these items. Those are 11 some of the benefits that the dentists are acquiring.

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Clearly, if -- if you read them, there is clearly a hope of better communication, and easier communication, between Horizon and the class. If it works, it has an unbelievable effect, both on Horizon, but on behalf of the class. I don't know how you put a number on the benefit of an easier process to submit claims, a better understanding of the process, an advisory board on which the Dental Association is willing to participate so that the relationship gets better not worse.

I -- I -- I can't tell you that I can put a value on it, but I do note that for similar type reforms in Sutter, that Dr. Waters put a value of some place around \$31 million. I'm not saying that these

are worth \$31 million. I don't have the testimony to do it; I couldn't do it. I can say that it has a substantial effect on behalf of the dentists because --not only will they have a better idea of the process and how to do it, it'll simplify the process. reducing the paperwork and the amount of time that dentists need to do to simply get some of the information, that better procedures are now set up for them to have. And -- and clearly, it has a substantial benefit for the class.

As -- as far as fairness of a settlement, a
-- a hearing to determine the fairness of the
settlement isn't a trial, or adjudication on which side
was right in this case or which side would have won the
case. It merely comes under the Court's responsibility
to determine, based on the relative strengths and
weaknesses of the parties' positions, whether the
settlement is fair and reasonable. Whether it
adequately protects the interest of the person on whose
behalf -- the 17,000 dentists -- were brought.

Obviously in the State of New Jersey, as in most states, there is a strong public policy favoring settlement; and not just of class actions, but of all cases, but certainly of class actions. In determining it, the factors set out in <u>Girsh versus Jesp -- Jepson</u>,

i.	which is a Third Circuit case from 1975, at 521 F.2d
2	153. And and they laid out nine factors which ought
3	to be reviewed. One is "the complexity and the
4	duration of the litigation." The complexity of this
5	litigation is great. It it has so many offshoots
1	that would have had to have been addressed in the
7	litigation. The duration of litigation, and I believe
	it's in excess of seven years.

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"The reaction of the class to the settlement." The only way that I can handicap that is out of 17,000 dentists, 14 have opted out. That's an overwhelmingly -- it would seem to be, an overwhelmingly favorable reaction. Although I do understand that some of those people just may not have gotten around to taking a position of opting out.

"The stage of the proceedings." In the stage of the proceedings, we're at the end. It -- it was dispositive motions and trial. We were talking about trial dates when this case settled.

"The risk of establishing liability." If -if in fact, Horizon's attack on Dr. Waters -- and -and we were talking about scheduling a Daubert hearing or modified Frye hearing, to discuss the scientific reliability of her testimony. If -- if -- if that went down and the changes to the prompt pay had a

detrimental effect, there were extreme risks to establishing liability in this case. I don't want you to take too much comfort in that and say, well if there was that great a risk, we don't want to settle the case.

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"The risk of establishing damages." Once again, we get back to Dr. Waters who was the plaintiff's expert. If sh -- her testimony isn't allowed, there's no testimony on monetary damages.

"The risk of maintaining the class action."

If -- if the class action goes down, nobody in the class is getting anything. No one person on their own could incur the type of expense that's been incurred here. That's the whole idea behind a class action.

"The ability of the defendants to withstand a greater judgment." Without looking at their balance sheet, I assume that Horizon Blue Cross Blue Shield could have withstood a greater judgment than what we're talking about here.

"The range of reasonableness of set — of the settlement in light of the best recovery." The amount of the settlement, and more importantly — or at least as important, the changes in procedure, when weighed against a potentially bigger monetary settlement, but probably a lesser procedural settlement, weigh in favor

of the reasonableness of this settlement.

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And "the range of reasonableness of the settlement in light of all the attendant risks of litigation." The risk would be high. There is nobody else who has come to the front to try and aid in this litigation.

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So I find that the settlement is fair, reasonable and adequate given all of the Girsh considerations. I -- I find based on the certification that I've received recently from Kathryn F. Smith, Esq., on behalf of EPIQ Systems, Inc. -- I -- I find that adequate notice has been given to all class members that satisfies due process. If you look at her certification, she talks about where things came back, sending them out again, sometimes sending them out a third or a fourth time if there's reason to believe that addresses have changed. In short, even though we're talking about 17,000 members, the effort to make sure that all members of the class due process rights were protected was immense. I -- I -- you know, it's the advantage I suppose of using people who are used to doing this, but they clearly made a -- a heroic effort to make sure that all members of the class received a notification.

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Is -- is the settlement class appropriate? I

1 — I felt it was appropriate when we first certified 2 the class and nothing has happened, and nothing has 3 come before me to indicate that anything has changed 4 making the settlement class inappropriate.

I've already ruled on class counsel fees application. When we break it down, it's going to be reimbursement of \$488,713.28 for unreimbursed expenses. And the difference between that and \$2.5 million for the legal fee.

So that being true, there are certain findings that the Court needs to make. Number one, the Court has jurisdiction over the subject matter of this action, pursuant to court rules. The class, as I said, that was conditionally certified in the preliminary approval order as — as fairly and adequately — I'm sorry, and Dr. Kirsch as the class representative, and Mr. Katz and his firm as the class counsel, have fairly and adequately represented the class for the purposes of entering into, and a continuing implementation of the settlement agreement.

Notice to class members have been provided in conjunction with the preliminary approval order. As I indicated that the method used constituted — as far as practical — the best notice to class members. And that the notice was reasonably calculated to tell each

class member of the pendency of the action, their right to object, the right to appear at this hearing today, or to exclude themselves from the settlement by opting out. That this notice was adequate sufficient notice to persons who were entitled to the notice and complied with the requirements of due process and the New Jersey Court Rules.

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We have today held a hearing to consider the fairness, reasonable and adequacy of the settlement, after taking into full account the objections that were filed, and having considered those objections. I find that the settlement is in fact a product of good faith, arm's length negotiations between the representative plaintiff and class counsel on the one hand, Horizon on the other hand, with the help of outside mediation in the form of former Magistrate Ronald Hedges. Which from everything that I have read, was a tremendous help to the parties to be able to resolve this. That the settlement is, in all respects, fair, reasonable and adequate, and proper, and in the best interest of the class as I've gone through that.

This conclusion includes a consideration of -- among other things -- an assessment of the likelihood of the class prevailing at trial, the range of possible recovery available to the plaintiffs, the

consideration provided to class members as to any possible recovery if the litigation had gone to final judgment. The complexity, expense and possible duration of such litigation, in the absence of such settlement. And -- and as I mentioned among other things, we had left to do a modified Frye hearing on --on the methodology used. We had dispositive motions that both sides had indicated they were going to make. And we had a full blown trial, it -- all coming up.

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The nature and extent of any objections to the settlement I've gone through. And the fact that we're really at the end of the proceeding, not at the beginning of the proceeding, so that not only can the parties assess whether or not this is a reasonable settlement, the Court's in a position to assess whether or not this is a fair and reasonable settlement.

The list of members to be supplemented by one, as — as I understand it. Ms. Smith's certification has 13 opt-outs, and I understand there's a 14th, so that has to be amended. But the list of people who have opt-out, and therefore aren't bound by the settlement and the provisions of the settlement agreement at — at — this judgment and — and this order, will be submitted to the Court and filed with the Superior Court, just so we get the name of the 14th

person to amend what's already been filed. And -- and that list will be incorporated into the order by reference.

The settlement and the settlement agreement are hereby approved as fair, reasonable and adequate in the best interest of the class and meet the requirements of due process and Rule 4:32 of the New Jersey Court Rules. I -- I've considered the objections to the settlement and the settlement agreement, and -- and I find them not to be valid and they're denied in their entirety.

The classes is permanently certified with the following settlement class: any individual dentists and dentist groups, regardless of speciality and network status, who submitted at least one claim for reimbursement in compliance with Horizon's criteria and requirements for providing dental services under Horizon — a Horizon Commercial Benefit Plan to any person who, at the time such services were provided, was a plan member and was eligible for coverage of the services represented by such claim, which services were rendered at any time during the class period of May 26, 1999 to April 13, 2012. Excluding from that class, the 14 individuals who have opted out.

For the purposes of this settlement, Dr.

Kirsch -- Michael H. Kirsch is certified as the 1 representative of the class. And Eric D. Katz of the law firm of Mazie, Slater, Katz and Freeman, LLC, is certified as class counsel.

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I -- I -- I determine that both the class representative and class counsel have fairly and adequately represented the class with respect to the negotiations for the settlement, itself, and the settlement agreement. At -- upon the effective date of this settlement, any and all claims, rights, and liabilities of any nature, including but not limited to, actions, demands, causes of action, obligations, damages, debts, charges, attorneys' fees, costs, expenses, arbitrations, forfeitures, judgments, and indebtedness and liens against Horizon, or any of its former, present, and future assigns, predecessors, successors, affiliates, parent companies, subsidiaries, controlled companies, employees, officers, directors, principals, agents, representatives, insurers, attorneys, participants, members, and parties with whom Horizon is contracted for the purpose of providing claims processing services for claims for dental services, and all persons who provided claims processing services for the claims for dental services, software, proprietary guidelines or technology to

Horizon, whether known or unknown, whether asserted or unasserted, are hereby released, discharged, abandoned. and forever waived by and on behalf of all class members, and their respective current or former officers, principals, directors, employees, attorneys, executors, administrators, agents, representatives. professional corporations, partnerships, affiliates, assigns, predecessors or successors, with the exception of those parties who have opted out. Since they're opting out, they don't release anybody.

The released parties, -- a -- a -- as part of this agreement, obtained the fullest possible release from further liability from the releasing parties to any of the released claims. And -- and therefore the order will go into -- in -- in more detail the extent of the release. As I previously said, nothing in the agreement is -- intended to relieve any party that's not a release party from responsibility.

The releasing parties shall dismiss the action with prejudice as to released parties. In addition, the Horizon releasing parties shall dismiss the action with regard to prejudice as to the individual releasees.

With regard to the application for attorneys' fees, I need to do the arithmetic, but it -- the fees

are \$488,713.28. And those are the costs, not -- the fees are the \$2.5 million less the \$488,713.28. With regard to Dr. Kirsch, he shall -- and -- and there's been no opposition to -- he shall receive a stipend of \$17,500 as the representative plaintiff to be paid -- both sums are to be paid by Horizon.

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As -- as I mentioned, really at the start of this, nothing in this settlement agreement or any provision herein, nor any of the negotiations, settlements, proceedings in connection herewith, shall be construed as or be deemed to be evidence of an admission or a concession on the part of the representative plaintiff, class counsel, members of the class, or Horizon or any released parties. This is a settlement; this is not anyone admitting fault to anything.

The terms of this settlement agreement and the final order shall be forever binding on, shall have res judicata and preclusive effect in all pending and future lawsuits or other proceedings that are subject to the releases. And other prohibitions that are set forth in this order, that are maintained by or on behalf of the releasing parties, representative plaintiff, or Horizon or any other person subject to those provisions of the order.

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Judgment in the form attached to this order, dismissing all released claims with prejudice as to Horizon, as to all class members. Dismissing all released claims without prejudice as to any class member, who or which properly opted-out in all released claims against representatives with prejudice as to those representatives, is hereby entered and -- as the Court, except as otherwise provided in the agreement.

It's expressly agreed and stipulated that the Superior Court of Essex County -- of New Jersey, Essex County Vicinage, shall have exclusive jurisdiction and authority to consider, rule upon an issue of final order with respect to suits, whether judicial, administrative, or otherwise, which may be instituted by any person, individually or derivatively, with respect to this agreement. In the event of a case, controversy, or dispute arising out of the negotiation of, approval of, performance of, or breach of this agreement, and solely for the purpose of such suit, action, or proceeding, to the fullest extent that they may effectively do so under applicable law, the parties irrevocably waive and agree not to assert, by way of motion, or as defense or otherwise, any claim or objection that they may not -- are not subject to the jurisdiction of this Court, in -- or that venue being

The Court - Decision/Colloquy

1 | laid in this Court is improper or inconvenient.

If I -- other than my doing a little bit of math, I think that's it.

MR. KATZ: Your Honor, if I may be heard on a couple of issues?

THE COURT: Go ahead.

MR. KATZ: First of all -- and I understand that Mr. Gentile has -- relied on his papers, but I want the record to be clear on a couple of things. The objectors have argued that they have an entitlement to discovery and an entitlement to present witnesses and cross-examine witnesses --

THE COURT: No -- nobody's made that claim today. If -- if -- if in fact that's their claim, the record should reflect -- because it's in your certification -- there's a copy of a letter from you --

MR. KATZ: To Mr. Bortek.

THE COURT: -- to Mr. Bortek, inviting him to come to your office, inspect whatever he wants to inspect, including all the discovery in this case, all of the papers that were submitted in connection with your order; willing to make him copies of it -- not only read it, but make copies of it. Now it may be said that in there you've told him, you're going to charge him to make copies, but I don't know why you

wouldn't. Okay, so -- and -- and it's -- I -- I don't know because I didn't see any letter. Has an -- anyone come to your office and inspected any of these things?

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MR. KATZ: No, and -- and I can represent to the Court that I got a voicemail message, which I have saved, from Mr. Bortek's secretary, declining the invitation to come to my office to inspect our file. So as far as I'm concerned his position of the class, that whatever requests for discovery they think they're entitled to -- which I had offered to make available -- is now waived. That's -- my first point.

My second point with regard to presenting witnesses and cross-examining witnesses, while I do not agree that, that is required by this — by our Appellate Division, I — as part of a fairness hearing, which is not a trial or a plenary hearing, I want the record to reflect — and I did include a letter to this effect attached to the documents I filed — that I have offered to make myself available to be cross-examined, which is really unheard of in a fee application. But I offered to make myself — to — available to be cross-examined, and I will take the stand this morning if Mr. Gentile wants to cross-examine me, otherwise I consider that they have waived whatever right they conceivably believe that they have to cross-examine. And further,

if Mr. Gentile's clients are here, Doctors Krugman and 1 -- Dr. Raphael (phonetic) -- which I don't think 2 3 they're in the courtroom -- I have no objection if they want to take the stand today and both be subject to a 4 5 direct and cross-examination. 6 In short, I believe the opportunity has been 7 presented. There are no witnesses here to testify; Mr. 8 Gentile does not want to cross-examine me, unless he's 9 going to say something now. And I believe all that's 1.0 waived. 11 THE COURT: Do you want to respond? 12 MR. GENTILE: Your Honor, we maintain our request for discovery as set forth in the papers. We 13 recognize that Your Honor has disposed of these issues 14 15 today. 16 THE COURT: Okay; I mean -- and -- and you 17 recognize that an offer was made, not to your firm because your firm just recently got into the case, but 18 19 to your predecessor counsel to dome to their office, do 20 any discovery you wanted -- they wanted? 21 MR. GENTILE: Your Honor, I recognize that, 22 that offer was made; I saw the same writing --23 THE COURT: Okay. 24 MR. GENTILE: -- in the submission that you

I can't say I have any knowledge about the

voicemail that Mr. Katz mentioned, but I did see that in the submission.

MR, KATZ: And I --

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THE COURT: Okay, and -- and I assume he's made an offer that I probably wouldn't have made, but he's made an offer, if you want to cross-examine him today. I -- I don't imagine that --

MR. GENTILE: Your Honor, our request was not for a cross-examination at today's hearing; Your Honor, I'm not in a position --

THE COURT: Okay.

MR. GENTILE: -- to cross-examine him today.

THE COURT: Okay.

MR. KATZ: And not to — well, one other quick housekeeping matter, Judge, just to confirm which I think your understanding was, the Court will sign and file the Final Approval Order today; the parties will have to supplement that order with the name of the one additional person, but that will be treated nunc protunc to today's filing.

THE COURT: Yes, I -- it's 13, and -- and you've all made me understand that there was a 14th person who was in the contested, not contested; and that Horizon has agreed -- even though they could contest the 14th person -- they're not contesting their

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    ability to opt-out, or at least that's my
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    understanding.
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              MS. NEUHAUSER: No, that -- that's correct,
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    Your Honor. We got an opt-out that was missing a piece
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    and they sub -- subsequently provided the --
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              THE COURT: Made it good.
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              MS. NEUHAUSER: -- signed authorization that
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    was through a representative. But we might even be
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    able to give you a certification today from that person
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    and fax it to Your Honor's office -- chambers today,
    because at that -- that -- the settlement administrator
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    has been very responsive to our --
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              THE COURT: I -- I --
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              MS. NEUHAUSER: -- requests. So we might --
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              THE COURT: I'd -- I looked at --
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              MS. NEUHAUSER: -- be able to get it to you
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    today.
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              THE COURT: -- what they did, they -- I -- I
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    guess knowing what you're doing helps.
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              MS. NEUHAUSER: Yes, but --
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              THE COURT: But -- but -- you know, when --
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    when they detailed what they did when letters came
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   back, and how they followed up, it -- you know, it's
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not simply, hey -- you know, we sent it and it came

back; not our fault. I mean, they really made a heroic

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    effort to find people.
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              MS. NEUHAUSER: Yes; well, Your Honor, that
    was part of the settlement, was that we were -- agreed
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    to that kind of effort, in order to make sure that
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    class members had adequate notice and -- to the extent
    that we could make it available to them.
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              THE COURT: Not trusting my math, like any
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    good lawyer being terrible in math, what we're talking
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    about with expenses of $488,713.28, is a fee of
    $2,011,286.82 --
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              MR. KATZ: Sorry, Judge, you'll have to --
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              THE COURT: -- 78 --
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              MR. KATZ: -- you'll have to run those
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    numbers past --
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              THE COURT: Hugh?
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              MR. KATZ: You'll have to run them past me
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    again.
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              THE COURT: Okay; I was talking about $2.5
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    million, subtracting $488,713.28.
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              MR. KATZ: Yes.
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              THE COURT: Which comes to $2,011,286.82 -- I
22
    quess 72 cents.
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             MR. KATZ: 72 cents; correct, Judge.
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             THE COURT: I'm using somebody with good
   handwriting to put the numbers in.
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	Colloquy 5
1	(Pause in hearing)
2	THE COURT: Just the only thing I can add is
3	through the five-plus years that I've been involved in
4	this case, and notwithstanding the animosity that was
5	clearly in the case, you all behaved yourselves and
6	acted professionally. And I always appreciate that.
7	It doesn't always happen.
8.	MR. KATZ: Thank you.
9	MS. NEUHAUSER: Thank you, Judge.
10	UNIDENTIFIED MALE: Thank you, Judge.
11	UNIDENTIFIED MALE: Thank you, Judge.
12	(Hearing concluded)
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Certification

Certification I, Kristin Giangerelli, the assigned transcriber, do hereby certify the foregoing transcript of proceedings on audio CD No. 1, from index number 10:02:54 to 11:22:38, is prepared in full compliance with the current Transcript Format for Judicial Proceedings and is a true and accurate non-compressed transcript of the proceedings as recorded. Date: **7-28-12** Kristin Giangerel M KING TRANSCRIPTION SERVICES (Date) 901 Rt. 23 South, Center Suite 3 Pompton Plains, New Jersey 07444 (973) 237-6080