



First Look at Aetna's 2017 Individual Medicare Advantage and Part D Product Offerings





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WHAT DOES THIS MEAN?

- You can't share this First Look document with beneficiaries.
- You can't post it on any public websites.
- You can't discuss any information in this document (i.e., 2017 plans or benefits) with beneficiaries until on or after 10/1.
- Information in this document is subject to change until fully approved by CMS.

THANKS FOR YOUR COOPERATION AND COMPLIANCE WITH THIS GUIDANCE.



Now that Aetna and Coventry Health Care have come together as one team, our Individual Medicare Advantage product offering is stronger than ever!

- Aetna Medicare Advantage plans (MA, MAPD) are available in 38 states plus D.C., and our standalone Medicare prescription drug plans (PDP) are in all 50 states.
- We have expanded products to 134 counties, 102 of them will have \$0 premium plans.*
- We have more \$0 premium plans than ever before – 656 out of 863 counties will have \$0 premium plan options.
- Coverage for a free membership to a fitness facility is included for most plans.



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Health Care

Medicare Advantage Plans
An Aetna Company



Arizona



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Arizona Market



Number of Medicare eligibles*

AZ Maricopa	616,686
Total	616,686

Service Area:

AZ: Maricopa

*MA State/County Penetration – May 2016, CMS.gov

Plan designs and service areas described in this document are pending government approval and are therefore subject to change. For producer use only. Confidential and Proprietary. Distribution to consumers, other insurers, or any other person or company is strictly prohibited and may be grounds for termination of your agreement with Aetna.

Arizona Market

Market Highlights

AZ:

HMO

- \$0 premium/\$0 PCP/\$0 lab
- Low \$3,000 max out of pocket
- Option to add supplemental benefits, including eyewear, hearing aids and dental for a low monthly premium
- \$0 copay for 90-day supply of Tier 1 generics at preferred pharmacies including mail order
- 5-Tier formulary with preferred mail order option
- Preferred/Standard copays apply for Tiers 1 and 2 during the coverage gap
- No cost membership to an in-network fitness facility via Silver&Fit

PPO

Premium provides:

- \$1,000 combined reimbursement allowance for preventive/comprehensive dental
- \$125 reimbursement allowance for eyewear
- \$500 reimbursement allowance for hearing aids
- \$0 copay for 90-day supply of Tier 1 Rx at preferred pharmacies including mail order
- Preferred/Standard copays apply for Tiers 1 and 2 during the coverage gap
- 5-Tier formulary with preferred mail order option
- Out-of-network benefits
- No cost membership to an in-network fitness facility via Silver&Fit

Value Proposition

The Arizona portfolio of HMO and PPO products has been carefully designed to compete with other carriers in the service area while utilizing a high-value network. Our strategy is to promote health and wellness while focusing on a benefit design that empowers our members to take control of their health care.

Strong Network

AZ:

Strong provider relationships utilizing Banner Health Network

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Arizona Market

Arizona / Maricopa

	Aetna Medicare Prime Plan (HMO) (H3931-092) ★★★★	Aetna Medicare Prime Plan (PPO) (H5521-100) ★★★★☆
Why You Should Sell This Plan	\$0 plan premium, \$0 lab, \$0 PCP copay, \$0 copay for 90-day supply of Tier 1 generics at preferred pharmacies, 5-tier formulary with gap coverage for Tiers 1 and 2 and Aetna stability	Low PCP copay, \$0 copay for 90-day supply of Tier 1 generics at preferred pharmacies, 5-Tier formulary with gap coverage for Tiers for 1 and 2, allowances for dental, eyewear and hearing aids and Aetna stability
Monthly Premium	\$0	\$89
PCP In-Network	\$0	\$5
Specialist In-Network	\$25	\$25
Inpatient Hospital In-Network	\$195 per day, days 1-7; \$0 per day, days 8-90	\$255 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$3,000 In-Network	\$6,700 In-Network/\$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Drug	\$100 copay	\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance