



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





IMPORTANT:

This document contains confidential and proprietary information and is for producer use only. 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.

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.

Table of Contents

Use the quick links on this page to jump to specific sections.
Helpful hint: If you'd like to search for a specific term, just press Ctrl+F.

MA/MAPD Markets

- | | |
|--|---|
| 1. Arizona (AZ) | 12. Nevada (NV) |
| 2. California (CA, HI) | 13. New England (CT, MA, ME, NH, RI, VT) |
| 3. Capitol (DC, MD, VA) | 14. New Jersey (NJ) |
| 4. Colorado (CO) | 15. New York (NY) |
| 5. Deep South (AL, GA, LA, MS) | 16. Ohio/Kentucky (OH, KY) |
| 6. Florida (FL, PR, VI) | 17. Show Me (IL-Central/South, MO-East) |
| 7. Great Lakes (IL-North, IN, MI, MN, WI) | 18. Texas (TX) |
| 8. Heartland (AR, KS, MO-West, OK) | 19. Utah/Wyoming (UT, WY) |
| 9. Keystone (DE, PA, WV) | 20. Washington (WA) |
| 10. Mid South (NC, SC, TN) | |
| 11. Midlands (IA, NE, SD) | |

Prescription Drug Plans

*PDP ONLY are marked in gray





aetna[®]

 **COVENTRY**[®]
Health Care
Medicare Advantage Plans
An Aetna Company



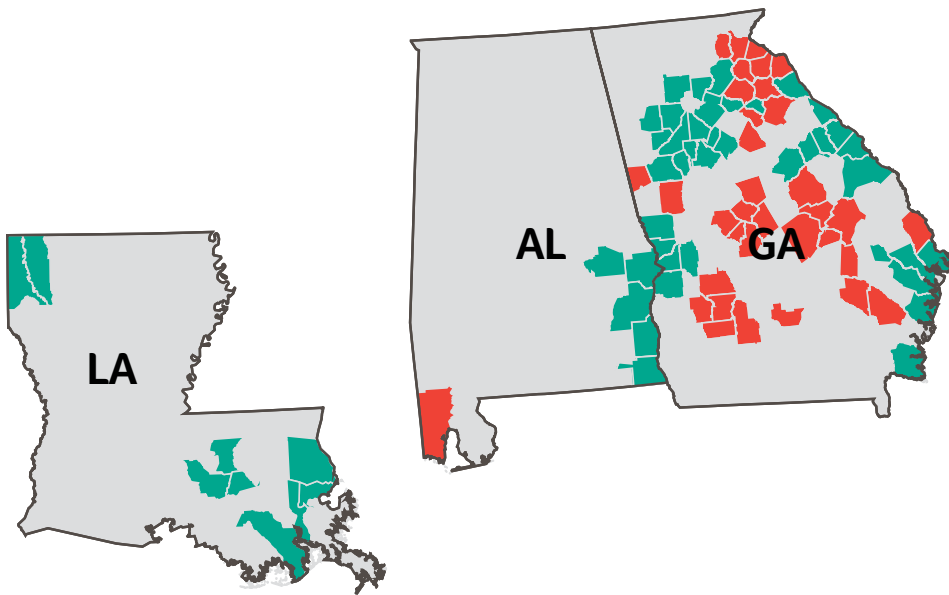
Deep South



[Return to table of contents >](#)

[Return to QuickFind Map](#)

Deep South Market



Service Area:

AL: Barbour, Henry, Houston, Macon, **Mobile**, Russell

GA: **Appling, Banks**, Barrow, **Bibb**, Bryan, Burke, Camden, Chatham, Chattahoochee, Clarke, Clayton, Cobb, Columbia, Coweta, **Crawford**, DeKalb, **Dougherty**, Douglas, **Effingham**, Elbert, **Emanuel**, Evans, Fayette, Forsyth, **Franklin**, Fulton, Gwinnett, **Habersham**, Hall, Hancock, Harris, **Hart, Heard**, Henry, **Houston, Irwin, Jackson, Johnson, Jones, Laurens, Lee**, Liberty, Lincoln, **Madison**, Marion, McDuffie, McIntosh, **Meriwether, Morgan**, Muscogee, Newton, **Oconee, Oglethorpe**, Paulding, **Peach**, Richmond, Rockdale, **Stephens**, Stewart, **Sumter, Terrell, Toombs, Treutlen, Twiggs**, Warren, **Washington, Wayne, White, Worth**

LA: Ascension, Bossier, Caddo, East Baton Rouge, Iberville, Jefferson, Lafourche, Orleans, Saint Tammany

Number of Medicare eligibles*

AL Mobile	79,156
AL Southeast	48,295
GA Albany	35,084
GA Athens	82,919
GA Atlanta	690,093
GA Augusta	68,366
GA Coastal	86,009
GA Columbus	41,736
GA Dublin	33,009
GA Macon	62,417
LA Baton Rouge	91,191
LA New Orleans	203,960
LA Shreveport	66,568
Total	1,588,803

*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.

Deep South Market

Market Highlights

ALABAMA:

- Two 4.5-star \$0 premium PPOs
- National PPO network
- Rx gap coverage for Tiers 1 and 2
- 5-tier formulary with preferred mail order option
- \$0 SilverSneakers membership
- Eyewear and dental allowances on all plans (no network required)
- *New Mobile market PPO includes:*
 - \$5 PCP copay
 - \$4,900 maximum out-of-pocket
 - No Rx deductible

Value Proposition

The success of our best-selling Medicare Essential PPO in Southeast Alabama is now complemented by an expansion into the Mobile market with a newly designed plan with even richer benefits.

Strong Network

ALABAMA

Including but not limited to:

Brookwood Medical Center
Citizens Baptist Medical Center
Cullman Regional Medical Center
Eliza Coffee Memorial Hospital
Jackson Hospital and Clinic
Medical Center Barbour
Monroe County Hospital
Princeton Baptist Medical Center
Shelby Baptist Medical Center
Shoals Hospital
Southeast Alabama Medical Center
Springhill Memorial Hospital
Washington County Hospital

[Return to QuickFind Map](#)

Deep South Market

Market Highlights

GEORGIA:

PPO:

- Expanded service area to include 34 new counties
- Two \$0 premium 4.5-star plans
- One \$29 premium 4.5-star plan
- National PPO network
- Rx gap coverage for Tiers 1 and 2
- 5-tier formulary with preferred mail order option
- \$0 SilverSneakers membership
- Eyewear and dental allowances on all plans (no network required)
- 24-hour nurse hotline

HMO:

- Expanded service area to include 4 new counties
- \$0 premium
- \$5 PCP copay with no referrals to visit in-network doctors
- Rx gap coverage for Tiers 1 and 2
- 5-tier formulary with preferred mail order option
- \$0 SilverSneakers membership
- \$100 eyewear allowance
- Optional dental and vision (OSB)
- 24-hour nurse hotline

Value Proposition

We are expanding into 34 new counties (for a combined total of 69 counties) supported by an expansive provider network. Our popular \$0 PPO offering will now also be available in Northeast Georgia, Albany, Macon and surrounding areas. We have redesigned our HMO with richer benefits for members who prefer a PCP-driven product.

Strong Network

GEORGIA

Including but not limited to:

- **Atlanta Metro**
Atlanta Medical Center; DeKalb Medical Center; Emory Healthcare (all hospitals); Grady Memorial; Gwinnett Medical Center (includes Duluth); North Fulton Regional Hospital; Northside Hospitals; Piedmont Healthcare (all hospitals); WellStar Health System (all hospitals)
- **NE GA**
Northeast Georgia Medical Center (includes Braselton, Hall); St. Mary's Health Care System
- **Augusta**
Burke Medical Center; Doctors Hospital – Augusta; Jefferson Hospital; Trinity Hospital of Augusta; University Hospital; University Hospital McDuffie; Wills Memorial Hospital
- **Savannah**
Effingham Hospital; Liberty Regional Medical Center; Optim Medical Center – Tattnall; St. Joseph's / Candler – Savannah
- **Central GA**
Jeff Davis Hospital; Optim Medical Center – Jenkins
- **Albany**
Phoebe North; Phoebe Putney Memorial Hospital (includes North, Sumter & Worth); Southwest GA Regional Medical Center
- **Columbus**
The Medical Center; St. Francis Hospital
- **Macon**
Coliseum Medical Center (includes Northside); Houston Medical Center; Medical Center of Central GA (includes Peach county)

Deep South Market

Market Highlights

LOUISIANA:

- \$0 HMO in New Orleans and Baton Rouge area parishes
- \$29 HMO in NW Louisiana and St. Tammany Parish with market-leading networks
- Low copays
- Rx gap coverage for Tiers 1 and 2
- 5-tier formulary with preferred mail order option
- \$0 SilverSneakers membership

Value Proposition

Bossier/Caddo/St. Tammany Parishes

This plan offers benefit stability year-over-year, with competitive benefits including low copays and no Rx deductible.

New Orleans Southshore/Baton Rouge

We continue to offer our affordable \$0 HMO, now with improved formulary and fortified hospital networks.

Strong Network

LOUISIANA

Including but not limited to:

East Jefferson General Hospital; West Jefferson General Hospital; Tulane Hospital Lakeside; Touro Infirmary; University Medical Center New Orleans; Tulane Hospital New Orleans; Louisiana Heart Hospital; Lakeview Hospital; St. Tammany Parish Hospital; Slidell Memorial Hospital; Baton Rouge General; Our Lady of the Lake (LOL); Baton Rouge Clinic; Women's Hospital; Lane Memorial; Willis-Knighton Health System; Christus Health System; LSU Health (University Health); Terrebonne General Medical Center (TGMCC); Thibodaux Regional Medical Center; Cardiovascular Institute of the South (CIS)

[Return to QuickFind Map](#)

Deep South Market

Alabama / Mobile

Aetna Essentials Plan (PPO) H5521-116



Why You Should Sell This Plan

Low plan premium, \$5 PCP copay, \$2 copay on Tier 1 preferred generic, preventive dental visit and an eyewear allowance

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$225 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$4,900 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Deep South Market

Alabama / Barbour, Henry, Houston, Macon, Russell

Georgia / Banks, Barrow, Bryan, **Burke**, Chatham, Chattahoochee, **Clarke**, Clayton, Columbia, Coweta, DeKalb, Douglas, Elbert, Evans, Fayette, Forsyth, **Franklin**, Fulton, Gwinnett, **Habersham**, Hall, Hancock, Harris, **Hart**, **Heard**, **Henry**, **Jackson**, Lincoln, **Madison**, Marion, McDuffie, McIntosh, **Meriwether**, **Morgan**, Muscogee, Newton, **Oconee**, **Oglethorpe**, Richmond, Rockdale, **Stephens**, Stewart, **Twiggs**, Warren, **Washington**, **White**

Aetna Medicare Essential Plan (PPO) H5521-091	
★★★★★	
Why You Should Sell This Plan	4.5-star rated PPO with a \$0 premium that utilizes a national PPO network with low copays and maximum out-of-pocket. Additionally includes robust provider network, SilverSneakers, and a yearly \$150 dental and a \$100 vision allowance
Monthly Premium	\$0
PCP In-Network	\$7
Specialist In-Network	\$39
Inpatient Hospital In-Network	\$280 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,900 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generics	\$5/\$20 copay
Tier 3* - Preferred Brand	\$47/\$47 copay
Tier 4* - Non-Preferred Drug	\$100/\$100
Tier 5* - Specialty	29% coinsurance

*Annual deductible on Tiers 3-5 \$175

[Return to QuickFind Map](#)

Deep South Market

Georgia / Bibb, Coweta, DeKalb, Forsyth, Fulton, Gwinnett, Hall, Muscogee

Aetna Medicare Select Plan (HMO) H1109-005



Why You Should Sell This Plan

\$5 PCP copay, no deductibles, \$2 copay on Tier 1 preferred generic, optional dental add-on

Monthly Premium

\$0

PCP In-Network

\$5

Specialist In-Network

\$35

Inpatient Hospital In-Network

\$259 per day, days 1-7; \$0 per day, days 8-90

Out-of-pocket Maximum

\$5,650 In-Network / \$0 Combined

Prescription Drugs

Preferred Pharmacies/
Non-Preferred Pharmacies

Tier 1 - Preferred Generic

\$2/10 copay

Tier 2 - Generic

\$5/\$20 copay

Tier 3 - Preferred Brand

\$47/\$47 copay

Tier 4 - Non-Preferred Drug

\$100/\$100 copay

Tier 5 - Specialty

33% coinsurance

[Return to QuickFind Map](#)

Deep South Market

Georgia / Barrow, Bryan, Burke, Camden, Chatham, Chattahoochee, Clarke, Clayton, Cobb, Columbia, Coweta, DeKalb, Douglas, Evans, Fayette, Forsyth, Fulton, Gwinnett, Hall, Harris, Liberty, Marion, McDuffie, McIntosh, Muscogee, Newton, Paulding, Richmond, Rockdale

Advantra Preferred (PPO) H1608-028



Why You Should Sell This Plan

4.5-star rated PPO, \$5 PCP copay, no referrals, \$2 copay on Tier 1 preferred generic, \$150 dental and \$100 eyewear allowance and SilverSneakers membership

Monthly Premium	\$39
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$265 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,900 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3* - Preferred Brand	\$47/\$47 copay
Tier 4* - Non-Preferred Drug	\$100/\$100 copay
Tier 5* - Specialty	31% coinsurance

*Annual deductible on Tiers 3-5 \$95

[Return to QuickFind Map](#)

Deep South Market

Georgia / Appling, Bibb, Dougherty, Effingham, Irwin, Johnson, Jones, Laurens, Lee, Liberty, Peach, Sumter, Terrell, Toombs, Treutlen, Worth

Aetna Premier Plan (PPO) H5521-114



Why You Should Sell This Plan

4.5-star rated PPO with a \$0 monthly premium, utilizes our national PPO network, \$5 PCP copay, no referrals, \$2 copay on Tier 1 preferred generic, \$150 dental and \$100 eyewear allowance and SilverSneakers membership

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$275 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,900 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Deep South Market

Georgia / Camden, Crawford, Emanuel, Houston, Wayne

Aetna Medicare Premier Plus Plan (PPO) H5521-115



Why You Should Sell This Plan

4.5-star rated PPO with a \$0 monthly premium, utilizes our national PPO network, \$5 PCP copay, no referrals, \$2 copay on Tier 1 preferred generic, \$150 dental and \$100 eyewear allowance and SilverSneakers membership

Monthly Premium	\$29
PCP In-Network	\$7
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$270 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,500 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Deep South Market

Louisiana / Ascension, East Baton Rouge, Iberville, Jefferson, Lafourche, Orleans

Advantra (HMO) H3928-001

Why You Should Sell This Plan

\$0 plan premium, \$5 PCP copay, \$2 copay on Tier 1 preferred generic, dental allowance and an eyewear allowance

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$140 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3* - Preferred Brand	\$47/\$47 copay
Tier 4* - Non-Preferred Drug	\$100/\$100 copay
Tier 5* - Specialty	31% coinsurance

*Annual deductible on Tiers 3-5 \$95

[Return to QuickFind Map](#)

Deep South Market

Louisiana / Bossier, Caddo, St. Tammany

Advantra (HMO) H3928-002

Why You Should Sell This Plan

Low plan premium, \$10 PCP copay, \$2 copay on Tier 1 preferred generic, preventive dental visit and an eyewear allowance

Monthly Premium	\$29
PCP In-Network	\$10
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$170 per day, days 1-10; \$0 per day, days 11-90
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance