



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





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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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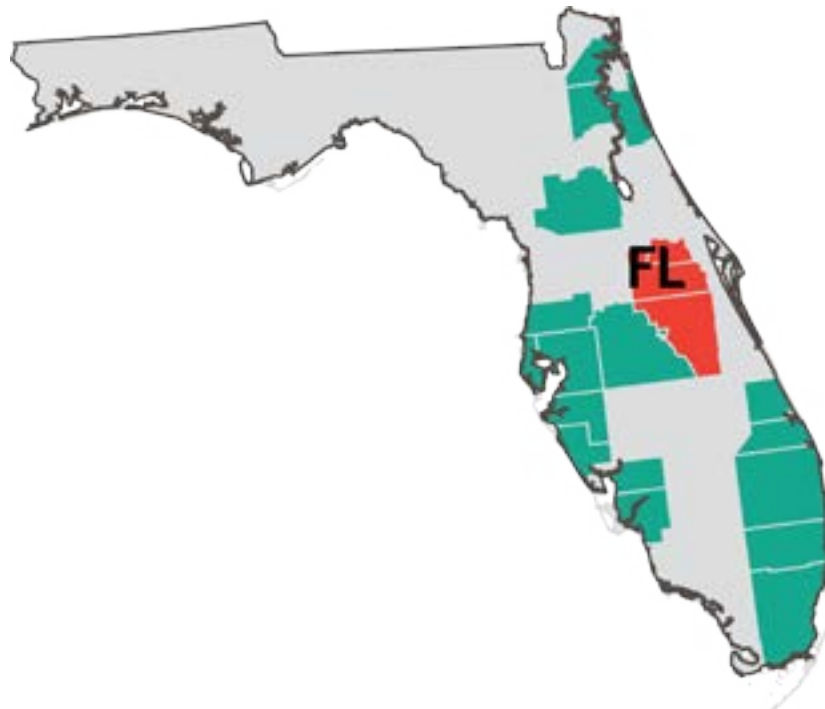
Medicare Advantage Plans
An Aetna Company

Florida

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Florida Market



Number of Medicare eligibles*

North FL	229,718
Central FL	806,713
Orlando FL	292,140
Southwest FL	453,146
Treasure Coast FL	411,811
South FL	735,323
Total	2,928,851

Service Area:

FL: Broward, Charlotte, Clay, Duval, Hillsborough, Lee, Manatee, Marion, Martin, Miami-Dade, **Orange**, **Osceola**, Palm Beach, Pasco, Pinellas, Polk, Sarasota, **Seminole**, St. Johns, St. Lucie

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

Florida Market

Market Highlights

- \$0 monthly premium and no deductibles on most plans
- Part B premium reduction on some plans
- Comprehensive dental benefits provided through Delta Dental
- Eyewear, hearing aid and over-the-counter allowances
- SilverSneakers® fitness membership
- 24/7 Nurse Health Line
- Large pharmacy network, rich drug formulary and coverage in the gap
- Dual-Eligible Special Needs Plans (D-SNPs) for those covered by both Medicare and Medicaid

Value Proposition

Very affordable \$0 premium HMO plans in most counties with little cost-share and a competitive PPO plan across most counties

Strong Network

Doctors and hospitals including Cleveland Clinic Florida, University of Miami, Baptist Health, BayCare, HCA Healthcare, Sarasota Memorial and Memorial Healthcare Systems

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Florida Market

	Coventry Summit Ideal (HMO) (H1609-016) ★★★★★	Coventry Vista Ideal (HMO) (H1609-014) ★★★★★
Why You Should Sell This Plan	Balances savings and security by providing a monthly Part B premium credit, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly valued supplemental benefits	Offers outstanding value through low copays, large networks (provider and pharmacy), a robust package of supplemental benefits and Part B premium credit
Counties	Miami-Dade	Miami-Dade
PCP In-Network	\$0	\$0
Specialist In-Network	\$0	\$0
Inpatient Hospital In-Network	\$0 per stay	\$0 per stay
Out-of-pocket Maximum	\$3,400 In-Network	\$3,400 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay	\$0/\$5 copay
Tier 2 - Generic	\$0/\$10 copay	\$0/\$10 copay
Tier 3 - Preferred Brand	\$3/\$47 copay	\$3/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance

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Florida Market

Coventry Summit Ideal (HMO) (H1609-018)



Why You Should Sell This Plan

Balances savings and security, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly valued supplemental benefits

Counties	Broward
PCP In-Network	\$0
Specialist In-Network	\$0
Inpatient Hospital In-Network	\$50 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$0/\$10 copay
Tier 3 - Preferred Brand	\$3/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance

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Florida Market

	Coventry Summit Ideal (HMO) (H1609-020) ★★★★★	Coventry Summit Ideal (HMO) (H1609-021) ★★★★★	Coventry Summit Ideal (HMO) (H1609-022) ★★★★★
Why You Should Sell This Plan	Balances savings and security, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly valued supplemental benefits	Balances savings and security, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly valued supplemental benefits	Balances savings and security, \$0 copays, enhanced ICL, large networks (provider and pharmacy) and highly valued supplemental benefits
Counties	Hillsborough, Martin, Palm Beach, Pinellas	Clay, Duval, Marion, St. Johns, St. Lucie	Polk
PCP In-Network	\$0	\$0	\$0
Specialist In-Network	\$35	\$40	\$35
Inpatient Hospital In-Network	\$250 per day, days 1-5; \$0 per day, days 6-90	\$300 per day, days 1-6; \$0 per day, days 7-90	\$250 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,700 In-Network	\$6,700 In-Network	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay	\$0/\$5 copay	\$0/\$5 copay
Tier 2 - Generic	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay	\$100/\$100 copay	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance	33% coinsurance

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Aetna Medicare Select Plan (HMO) (H1609-024)



Why You Should Sell This Plan

Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)

Counties	Orange, Osceola, Seminole
PCP In-Network	\$0
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$200 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$5/\$10 copay
Tier 3 - Preferred Brand	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance

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Florida Market

	Aetna Medicare Select Plan (HMO) (H1609-025) ★★★★★	Aetna Medicare Value Plan (HMO) (H1609-026) ★★★★★	Aetna Medicare Premier Plan (HMO) (H1609-027) ★★★★★
Why You Should Sell This Plan	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)	Blends competitive out-of-pocket costs with a rich Rx formulary and expansive networks (provider and pharmacy)
Counties	Charlotte, Manatee, Sarasota	Charlotte, Manatee, Sarasota	Lee
PCP In-Network	\$0	\$15	\$10
Specialist In-Network	\$35	\$45	\$50
Inpatient Hospital In-Network	\$175 per day, days 1-5; \$0 per day, days 6-90	\$250 per day, days 1-5; \$0 per day, days 6-90	\$425 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$3,400 In-Network	\$6,700 In-Network	\$6,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay	\$2/\$10 copay	\$0/\$5 copay
Tier 2 - Generic	\$0/\$10 copay	\$5/\$20 copay	\$5/\$10 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay	\$100/\$100 copay	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance	33% coinsurance

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Florida Market

	Aetna Medicare Premier Plan (PPO) (H5521-033) ★★★★★	Aetna Medicare Premier Plan (PPO) (H5521-132) ★★★★★	Aetna Medicare Premier Plan (PPO) (H5521-133) ★★★★★
Why You Should Sell This Plan	Combines competitive out-of-pocket costs, rich drug formulary, comprehensive dental coverage with large networks (provider and pharmacy) and the freedom to access care in- and out-of-network	Combines competitive out-of-pocket costs, rich drug formulary, comprehensive dental coverage with large networks (provider and pharmacy) and the freedom to access care in- and out-of-network	Combines competitive out-of-pocket costs, rich drug formulary, comprehensive dental coverage with large networks (provider and pharmacy) and the freedom to access care in- and out-of-network
Counties	Broward, Charlotte, Clay, Duval, Marion, Martin, Miami-Dade, Palm Beach, Pinellas, Polk, Sarasota, St. Lucie	Manatee, St. Johns	Hillsborough, Pasco
PCP In-Network	\$0	\$15	\$20
Specialist In-Network	\$50	\$50	\$50
Inpatient Hospital In-Network	\$395 per day, days 1-4; \$0 per day, days 5-90	\$425 per day, days 1-4; \$0 per day, days 5-90	\$450 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$6,700 In-Network / \$10,000 Combined	\$6,700 In-Network / \$10,000 Combined	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay	\$0/\$5 copay	\$0/\$5 copay
Tier 2 - Generic	\$5/\$10 copay	\$5/\$10 copay	\$5/\$10 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Drug	\$100/\$100 copay	\$100/\$100 copay	\$100/\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance	33% coinsurance

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