



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





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- 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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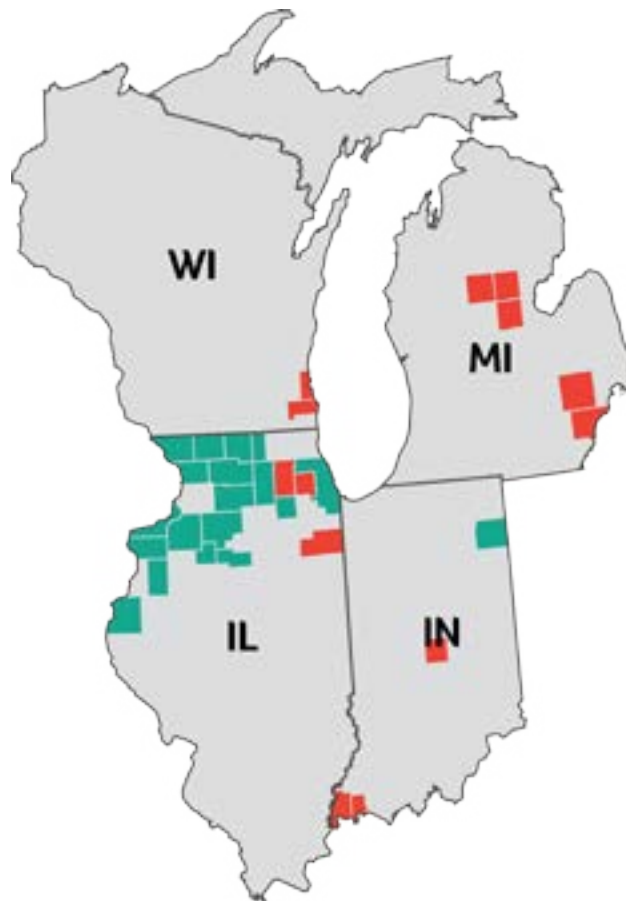
Medicare Advantage Plans
An Aetna Company

Great Lakes

[Return to table of contents >](#)

[Return to QuickFind Map](#)

Great Lakes Market



Number of Medicare eligibles*

IL Chicago	1,022,681
IL Northern	193,619
IN Evansville	40,089
IN Fort Wayne	61,092
IN Indianapolis	137,954
MI Detroit	543,289
MI Midland	33,788
WI Milwaukee	185,362
Total	2,217,874

Service Area:

- IL:** Boone, Bureau, Carroll, Cook, DeKalb, DuPage, Hancock, Henderson, Henry, Jo Daviess, Kane, Kankakee, Kendall, Lee, Marshall, Mercer, Ogle, Rock Island, Stark, Stephenson, Warren, Winnebago
- IN:** Allen, Marion, Posey, Vanderburgh
- MI:** Clare, Gladwin, Midland, Oakland, Wayne
- WI:** Milwaukee, Racine

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

[Return to QuickFind Map](#)

Great Lakes Market

Market Highlights

- Five \$0 premium plans
- Three additional plans under \$30 available
- All plans offer low copays through large preferred pharmacy network with option to go to larger non-preferred network
- Free fitness membership included in all plans
- \$0 copay for two preventive dental visits a year on most plans with the freedom to see any dentist (on select plans)
- Services are expanding into IL, IN, WI and MI for 2018
- \$0 copay on Tier 1 prescriptions for 90-day supply at preferred pharmacies on select plans
- \$0 hearing and vision screenings
- Options and benefit packages to fit multiple types of consumers
- Advantra PPO plan offers the same in-network and out-of-network MOOP, giving members exceptional network flexibility

Value Proposition

Diverse products with strong networks throughout the Great Lakes service area offer both agent and beneficiary a number of extremely competitive options with outstanding benefits. Well over 2 million Medicare eligibles in this market, combined with our outstanding products (all 4-star rated or higher), medical management and local support, provide significant opportunity for agents.

Strong Network

- SwedishAmerican Hospital
- UnityPoint Health-Methodist & Proctor
- Loyola University
- Kindred Hospital
- St. John's Hospital
- Advocate
- Carle Hospital
- Decatur Memorial Hospital
- Springfield Clinic
- Mercy Hospital & Medical Center
- Parkview Hospital (IN)
- St. Joseph Medical Center (IN)
- Central DuPage Hospital
- Rush-Copley Memorial Hospital
- Presence St. Joseph - Kankakee
- Deaconess Hospital
- Community Hospital
- Henry Ford Hospital
- Oakwood Hospital
- Aurora St. Lukes
- University of Wisconsin Hospital and Clinics

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Boone, Winnebago

Coventry Total Care (HMO) (H2663-016)



Why You Should Sell This Plan

Total Care is a 4-star rated plan, partnered with SwedishAmerican Hospital to provide collaborative care to your clients. Add to this a \$0 premium and \$0 Tier 1 Rx with a low MOOP, and this plan offers high value with a goal of providing high-quality outcomes for members

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$290 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,200 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Cook, DuPage, Kane

Aetna Medicare Value Plan (PPO) (H5521-086)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, local broker support and large network that includes the ability to see providers in collar counties

Monthly Premium	\$0
PCP In-Network	\$15
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$285 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,800 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Cook, DuPage

Aetna Medicare Value Plan (HMO) (H3931-106)



Why You Should Sell This Plan

4-star rated HMO with large network — including the ability to see providers in collar counties — low Tier 1 Rx and local broker support and service

Monthly Premium	\$25
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$450 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,400 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$10 copay
Tier 2 - Generic	\$5/\$10 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Cook

Aetna Medicare Standard Plan (PPO) (H5521-016)



Why You Should Sell This Plan

4.5-star rated PPO with a large network, local broker support and one of the lowest MOOPs available

Monthly Premium	\$55
PCP In-Network	\$10
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$425 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,400 In-Network/\$5,100 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Boone, Bureau, Carroll, DeKalb, Hancock, Henderson, Henry, Jo Daviess, Kendall, Lee, Mercer, Ogle, Rock Island, Stephenson, Warren, Winnebago

Advantra Value (PPO) (H7301-006)



Why You Should Sell This Plan

4.5-star rated PPO — one of IL's highest-rated plans — large network, affordable Rx, added benefits and local customer service and support

Monthly Premium	\$0
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$345 per day, days 1-5; \$0 per day, days 6-90
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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/Boone, Bureau, Carroll, DeKalb, Hancock, Henderson, Henry, Jo Daviess, Kendall, Lee, Logan, Macoupin, Mercer, Ogle, Rock Island, Stephenson, Warren, Winnebago, Woodford

Advantra (PPO)* (H7301-002)



Why You Should Sell This Plan

Advantra (PPO) is one of IL's highest-rated plans at 4.5 stars, offers a large network of providers including the ability to see regional provider networks in IA and MO as well as border providers in WI and IN. Advantra offers affordable Rx, added benefits every client wants and local broker service

Monthly Premium	\$29
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$360 per day, days 1-5; \$0 per day, days 6-90
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 - Generics	\$5/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

**Also available in counties in the Show Me Market*

[Return to QuickFind Map](#)

Great Lakes Market

Illinois/**Kankakee**

Aetna Medicare Standard Plan (PPO) (H5521-153)



Why You Should Sell This Plan

4.5-star rated PPO with a large network, local broker support and one of the lowest MOOPs available

Monthly Premium	\$55
PCP In-Network	\$0
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$285 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$3,500 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Indiana/Marion

Aetna Medicare Premier Plan (PPO) (H5521-151)



Why You Should Sell This Plan

4.5-star rated PPO with a very competitive plan in expansion area for 2017. Offers moderate premium with outstanding benefits and excellent network

Monthly Premium	\$49
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$300 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,700 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	27% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Indiana/Posey, Vanderburgh

Aetna Medicare Premier Plan (PPO) (H5521-152)



Why You Should Sell This Plan

4.5-star rated PPO with a very competitive plan in expansion area for 2017. Offers moderate premium with outstanding benefits and excellent network

Monthly Premium	\$30
PCP In-Network	\$10
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$285 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,800 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Indiana/Allen

Aetna Medicare Value Plan (PPO) (H5521-099)



Why You Should Sell This Plan

4.5-star rated PPO offering excellent value at \$0 premium with a large network of local support

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$275 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,800 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	33% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Michigan/Clare, Gladwin, Midland

Aetna Medicare Premier Plan (PPO) (H5521-148)



Why You Should Sell This Plan

4.5-star rated PPO with a very competitive plan in expansion area for 2017. Offers moderate premium with outstanding benefits and excellent network

Monthly Premium	\$55
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$300 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$3,500 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	27% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Michigan/Oakland, Wayne

Aetna Medicare Premier Plan (PPO) (H5521-149)



Why You Should Sell This Plan

4.5-star rated PPO with a very competitive plan in expansion area for 2017. Offers moderate premium with outstanding benefits and excellent network

Monthly Premium	\$75
PCP In-Network	\$0
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,000 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	28% coinsurance

[Return to QuickFind Map](#)

Great Lakes Market

Wisconsin/Milwaukee, Racine

Aetna Medicare Premier Plan (PPO) (H5521-150)



Why You Should Sell This Plan

4.5-star rated PPO with a very competitive plan in expansion area for 2017. Offers lower-end premium with outstanding benefits and network

Monthly Premium	\$25
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$340 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$4,800 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	27% coinsurance