



# 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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## MA/MAPD Markets

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

## Prescription Drug Plans

\*PDP ONLY are marked in gray





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*Health Care*  

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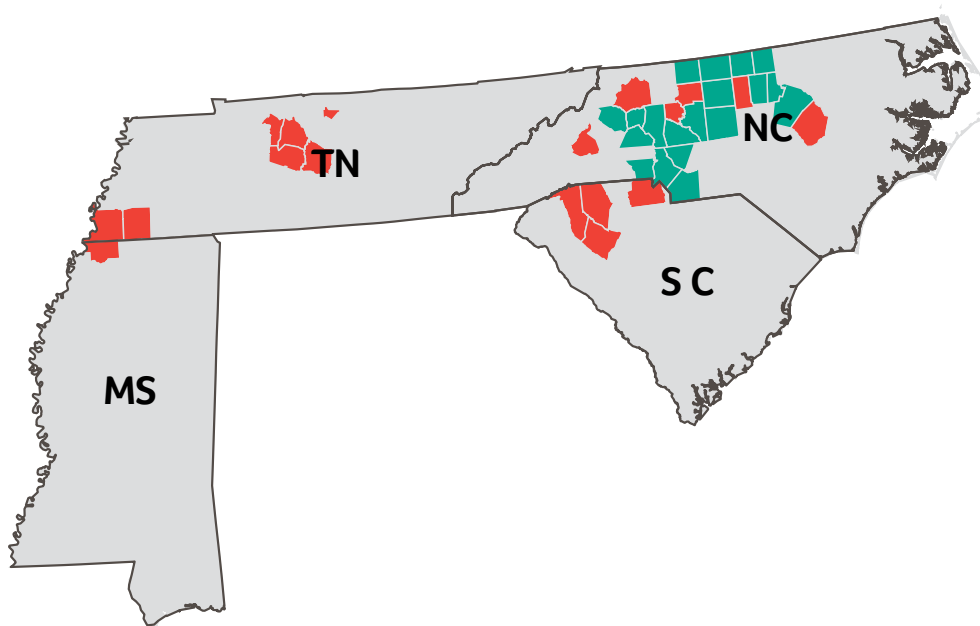
*Medicare Advantage Plans*  
**An Aetna Company**

# Mid South

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## Mid South Market



### Number of Medicare eligibles\*

NC/SC Charlotte	267,590
NC Piedmont	147,100
NC Triad	294,721
NC Triangle	224,521
SC Greenville	163,081
TN Nashville	166,956
TN/MS Memphis	174,960
<b>Total</b>	<b>1,438,929</b>

### Service Area:

- MS:** DeSoto
- NC:** Alamance, Alexander, Cabarrus, Caldwell, Caswell, Catawba, Davidson, Davie, Durham, Forsyth, Gaston, Guilford, Iredell, Johnston, McDowell, Mecklenburg, Orange, Person, Randolph, Rockingham, Rowan, Stokes, Union, Wake, Wilkes
- TN:** Cheatham, Davidson, Fayette, Rutherford, Shelby, Trousdale, Williamson
- SC:** Greenville, Laurens, Spartanburg, York

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

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## Mid South Market — NORTH CAROLINA

### Market Highlights

- Aetna \$0 or low monthly premium PPOs and \$0 HMOs
- Large pharmacy network and rich drug formulary
- 4.5-star Aetna PPO and 4-star Aetna HMO
- Expansive service area; covers 25 counties
- \$0 for a Healthways SilverSneakers fitness program membership
- PCP copay ranging from \$5 to \$15 and no annual medical deductible
- \$0 vision exam with dental and vision allowance
- Gap coverage for Tier 1 and Tier 2 Rx ONLY — ALL PLANS
- National PPO network and flexibility to see out-of-network providers (available with all PPO products)

### Value Proposition

Strong consistent benefits year over year with a strong and expansive network of providers and hospitals. All members in 4.0 or higher STAR-rated plans.

### Strong Network

Doctors and hospitals including Novant hospitals, Carolinas HealthCare System (CHS), Gaston Memorial, Tenet hospital systems, Moses Cone hospitals, North Carolina Baptist, Alamance Regional, Pioneer Community Hospital, Wilkes Regional Medical Center, Women's Hospital of Greenboro, Duke University Medical Center, Durham Regional Medical Center, University of North Carolina Hospitals, Rex Hospital, Duke Raleigh, Wake Medical Center, Morehead Hospital, Iredell Health System, Person Memorial, High Point Regional, Catawba Valley Medical Center, Johnston Memorial Hospital, Johnston Health Clayton, Wake Forest Baptist Health, Forsyth Memorial Hospital

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## Mid South Market — NORTH CAROLINA

North Carolina/**Alamance**, Alexander, Cabarrus, Caldwell, Caswell, Catawba, Davidson, **Davie**, Durham, **Forsyth**, Gaston, Guilford, Iredell, **McDowell**, Mecklenburg, Orange, Person, Randolph, Rockingham, Rowan, Stokes, Union, Wake

### Aetna Medicare Premier Plan (PPO) (H5521-081)



#### Why You Should Sell This Plan

Aetna's 4.5-star lead PPO plan with an expanded footprint and provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and an expanded Tier 1 Rx list. This plan gives you the freedom to access care both in and out of network. Includes extras above Medicare, including both dental and vision allowance and a \$0 SilverSneaker membership.

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,950 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	29% coinsurance



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# Mid South Market — NORTH CAROLINA

## North Carolina/**Johnston, Wilkes**

### Aetna Medicare Value Plan (PPO) (H5521-139)



#### Why You Should Sell This Plan

Aetna's new PPO plan with a 4.5-star rating and robust provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and a large Tier 1 Rx list. This plan gives you the freedom to access care both in and out of network. Includes extras above Medicare, including both dental and vision allowance and a \$0 SilverSneaker membership.

Monthly Premium	\$29
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$285 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 copay
Tier 4 - Non-Preferred Drug	\$100 copay
Tier 5 - Specialty	29% coinsurance

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# Mid South Market — NORTH CAROLINA

## North Carolina/Durham, Orange, Person, Wake

### Aetna Medicare Prime Plan (HMO) (H3931-087)



#### Why You Should Sell This Plan

Very competitive 4-star high-value network HMO plan offering Duke, Wake Medical, Duke Raleigh and Person Memorial for \$0 premium and \$5 PCP copay. Improved formulary with a \$0 copay on 90-day supply of Tier 1 prescription drugs (preferred retail and mail order). No Rx deductible on any tiers. Offers extras above Medicare, including both a \$250 preventative dental and a \$100 vision allowance and a \$0 SilverSneakers membership.

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$270 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,500 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

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## Mid South Market — NORTH CAROLINA

North Carolina/Cabarrus, Durham, Gaston, Iredell, Mecklenburg, Orange, Person, Rowan, Union, Wake

### Aetna Medicare Value Plan (HMO) (H3931-081)



#### Why You Should Sell This Plan

\$0 premium, 4-star HMO offering outstanding value through a rich Rx formulary, expanded Tier 1 Rx, expansive provider network and robust package of supplemental benefits. This plan has no Rx deductible on any tier. Plan includes a \$0 SilverSneakers membership.

Monthly Premium	\$0
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,950 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

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## Mid South Market — NORTH CAROLINA

North Carolina/Alexander, Caldwell, Catawba, Durham, Gaston, Guilford, Randolph, Wake

**Advantra Gold (PPO)** (H1608-025)



### Why You Should Sell This Plan

4.5-star PPO with competitive copays on frequently used benefits. Strong network with freedom to access care in and out of network. Offers extras above Medicare, including a \$250 preventative dental allowance and a \$75 vision allowance. SilverSneakers membership is included at \$0. Five-tier prescription drug benefit with hundreds of generic Rx on Tier 1 for only \$2 (at preferred pharmacies). \$0 Rx deductible on all tiers.

Monthly Premium	\$44
PCP In-Network	\$7
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$265 per day, days 1-6; \$0 per day, days 7-90
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

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## Mid South Market — SOUTH CAROLINA

### Market Highlights

- Aetna \$0 monthly premium 4.5-star PPO with no annual medical deductible
- Large pharmacy network and rich drug formulary
- New service area; covers 4 counties
- \$0 for a Healthways SilverSneakers fitness program membership
- \$15 PCP copay and flexibility of out-of-network choice
- \$0 vision exam with dental and vision allowance

### Value Proposition

Strong benefits with low medical and Rx copays and a robust network of providers and hospitals is a tradition in the Mid South that we are bringing to South Carolina. All members will be in 4.5-STAR rated plan

### Strong Network

Doctors and hospitals including Novant Hospitals, Carolinas HealthCare System (CHS), Gaston Memorial, Greenville Health System, St. Francis Health System, Laurens County Memorial Hospital, Mary Black Health System, Piedmont Medical Center

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# Mid South Market — SOUTH CAROLINA

South Carolina/**Greenville, Laurens, Spartanburg, York**

## Aetna Medicare Premier Plan (PPO) (H5521-140)



### Why You Should Sell This Plan

Aetna's new \$0 PPO plan with a 4.5-star rating and robust provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and large Tier 1 Rx list. This plan gives you the freedom to access care both In and out of network. Includes extras above Medicare, including both dental and vision allowance and a \$0 SilverSneaker membership.

Monthly Premium	\$0
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$290 per day, days 1-6; \$0 per day, days 7-90
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	29% coinsurance

## Mid South Market — TENNESSEE

### Market Highlights

- Aetna low monthly premium PPO and \$0 HMO plans with no annual medical deductible
- 4.5-star Aetna PPO and 4-star Aetna HMO
- New service area; covers 8 counties
- \$0 for a Healthways SilverSneakers fitness program membership
- \$5 PCP copay on all plans
- \$0 vision exam with dental and vision allowance
- Large pharmacy network and rich drug formulary

### Value Proposition

Strong benefits with low medical and Rx copays and an expansive network of providers and hospitals throughout the Mid South. All members will be in 4-STAR (or higher) rated plans.

### Strong Network

Doctors and hospitals including Vanderbilt Hospital system, Delta Medical Center, St. Thomas Rutherford Hospital, TrustPoint Hospital, Baptist Memorial Hospital system, Regional One Health system, HealthSouth, Williamson Medical Center

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## Mid South Market — TENNESSEE

Tennessee / **Cheatham, Davidson, Rutherford, Trousdale, Williamson**

	Aetna Medicare Premier Plan (PPO) (H5521-141) ★★★★☆	Aetna Medicare Value Plan (HMO) (H3931-116) ★★★★
<b>Why You Should Sell This Plan</b>	Aetna's lead PPO plan with a 4.5-star rating and expansive provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and a large Tier 1 Rx list. This plan gives you the freedom to access care both in and out of network. Includes extras above Medicare, including both dental and vision allowance and a \$0 SilverSneaker membership.	\$0 premium, 4-star HMO offering outstanding value through a rich Rx formulary, large Tier 1 Rx, expansive provider network and robust package of supplemental benefits. This plan has no Rx deductible on any tier. Plan includes a \$0 SilverSneakers membership.
Monthly Premium	\$39	\$0
PCP In-Network	\$5	\$5
Specialist In-Network	\$45	\$40
Inpatient Hospital In-Network	\$300 per day, days 1-5; \$0 per day, days 6-90	\$300 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,950 In-Network/\$10,000 Combined	\$6,400 In-Network
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

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## Mid South Market — WESTERN TENNESSEE REGION

Tennessee/**Fayette, Shelby**  
MS/**DeSoto**

### Aetna Medicare Premier Plan (PPO) (H5521-154)



#### Why You Should Sell This Plan

Aetna's new PPO plan with a 4.5-star rating and expansive provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and a large Tier 1 Rx list. This plan gives you the freedom to access care both in and out of network. Includes extras above Medicare, including both dental and vision allowance and a \$0 SilverSneaker membership.

Monthly Premium	\$49
PCP In-Network	\$5
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$300 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,950 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	29% coinsurance