



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





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- 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

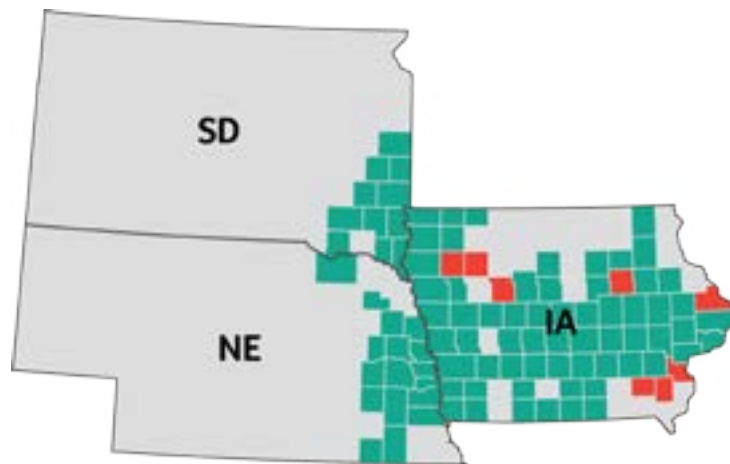


Midlands



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Midlands Market



Number of Medicare eligibles*

| | |
|-------------------|----------------|
| IA Cedar Rapids | 197,835 |
| IA Council Bluffs | 42,317 |
| IA Des Moines | 180,969 |
| IA Sioux City | 49,831 |
| NE Nebraska | 191,333 |
| SD South Dakota | 57,657 |
| Total | 719,942 |

Service Area:

- IA:** Adair, Appanoose, Benton, **Black Hawk**, Boone, Bremer, Buchanan, **Buena Vista**, Butler, **Calhoun**, Carroll, Cass, Cedar, **Cherokee**, Clinton, Crawford, Dallas, Decatur, Delaware, Dickinson, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, **Henry**, Ida, Iowa, **Jackson**, Jasper, **Jefferson**, Johnson, Jones, Keokuk, Linn, **Louisa**, Lucas, Lyon, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, O'Brien, Osceola, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Sioux, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright
- NE:** Burt, Butler, Cass, Colfax, Cuming, Dodge, Douglas, Gage, Jefferson, Knox, Lancaster, Otoe, Sarpy, Saunders, Seward, Washington, Wayne
- SD:** Bon Homme, Brookings, Clay, Hutchinson, Lake, Lincoln, McCook, Minnehaha, Moody, Turner, Union

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

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Midlands Market

Market Highlights

- Low office visit copays
- Low prescription drug copays
- \$0-90 day preferred mail-order copays on select plans
- Local agent training and support
- Superior care from local clinical staff that includes nurses, doctors and pharmacists
- Iowa Advantra HMO plan expanding into eight new IA counties, adding nearly 48,000 eligible members to our footprint
- Our most popular plan, the IA Advantra PPO, continues to be stable with limited changes for 2017

Value Proposition

- * \$0 copay for diabetic supplies from preferred vendor
- * Vision exam at no additional cost
- * Coverage for membership at a fitness facility at no additional cost

Strong Network

IA:

Includes UnityPoint Health, Genesis Health System, Physicians' Clinic of Iowa, P.C., The Iowa Clinic and Mercy Medical Centers

NE:

Includes major Nebraska health systems such as CHI Health, UHMC, Methodist, Alegent Creighton and BryanLGH

SD:

Avera Health System

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Midlands Market

Iowa / Adair, Appanoose, Benton, Boone, Bremer, Buchanan, Butler, Carroll, Cass, Cedar, Clinton, Crawford, Dallas, Decatur, Delaware, Dickinson, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, Ida, Iowa, Jasper, Johnson, Jones, Keokuk, Linn, Lucas, Lyon, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, O'Brien, Osceola, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Sioux, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright

South Dakota / Bon Homme, Brookings, Clay, Hutchinson, Lake, Lincoln, McCook, Minnehaha, Moody, Turner, Union

Coventry Advantra Platinum (PPO)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, flexibility of receiving services both in- and out-of-network, vision coverage and free health club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$0 |
| PCP In-Network | \$10 |
| Specialist In-Network | \$40 |
| Inpatient Hospital In-Network | \$400 per day, days 1-4; \$0 per day, days 5-90 |
| Out-of-pocket Maximum | \$4,500 In-Network/\$7,500 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 |

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Midlands Market

South Dakota / Lincoln, McCook, Minnehaha

Coventry Total Care (PPO)



Why You Should Sell This Plan

4.5-star rated PPO plan, \$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Avera Health, vision and dental coverage and a free health club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$0 |
| PCP In-Network | \$0 |
| Specialist In-Network | \$30 |
| Inpatient Hospital In-Network | \$290 per day, days 1-5; \$0 per day, days 6-90 |
| Out-of-pocket Maximum | \$3,100 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 |

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Midlands Market

Iowa / Marshall, Story

Coventry Total Care (PPO)



Why You Should Sell This Plan

4.5-star rated PPO plan, \$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with McFarland Clinic, vision and dental coverage and a free health club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$0 |
| PCP In-Network | \$0 |
| Specialist In-Network | \$25 |
| Inpatient Hospital In-Network | \$200 per day, days 1-5; \$0 per day, days 6-90 |
| Out-of-pocket Maximum | \$3,100 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 |

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Midlands Market

Iowa / Ida, Monona, Plymouth, Woodbury

Coventry Total Care (PPO)



Why You Should Sell This Plan

4.5-star rated PPO plan, \$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Siouxland Medical Doctors Inc. (known as Patient Preferred), vision and dental coverage and a free health club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$0 |
| PCP In-Network | \$0 |
| Specialist In-Network | \$30 |
| Inpatient Hospital In-Network | \$325 per day, days 1-5; \$0 per day, days 6-90 |
| Out-of-pocket Maximum | \$3,100 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 |

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Midlands Market

Nebraska / Butler, Colfax, Cuming, Douglas, Gage, Jefferson, Knox, Lancaster, Washington, Wayne

Coventry Advantra Platinum (PPO)



Why You Should Sell This Plan

4.5-star rated PPO plan, low monthly plan premium, wide selection of providers, vision and dental coverage and free health club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$30 |
| PCP In-Network | \$15 |
| Specialist In-Network | \$40 |
| Inpatient Hospital In-Network | \$450 per day, days 1-4; \$0 per day, days 5-90 |
| Out-of-pocket Maximum | \$4,900 In-Network/\$7,500 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 |

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Midlands Market

Nebraska / Burt, Butler, Cass, Colfax, Cuming, Dodge, Douglas, Gage, Jefferson, Lancaster, Otoe, Sarpy, Saunders, Seward, Washington, Wayne

| Coventry Advantra Silver (HMO) | |
|--------------------------------------|--|
| ★★★★ | |
| Why You Should Sell This Plan | 3.5-star rated HMO, \$0 plan premium, broad network access, vision coverage and a free fitness club membership |
| Monthly Premium | \$0 |
| PCP In-Network | \$20 |
| Specialist In-Network | \$40 |
| Inpatient Hospital In-Network | \$450 per day, days 1-4; \$0 per day, days 5-90 |
| 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 copay |
| Tier 4 - Non-Preferred Drug | \$100 copay |
| Tier 5 - Specialty | 27% coinsurance |

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Midlands Market

Iowa / Adair, Appanoose, Benton, **Black Hawk**, Boone, Bremer, Buchanan, **Buena Vista**, Butler, **Calhoun**, Carroll, Cass, Cedar, **Cherokee**, Crawford, Dallas, Decatur, Delaware, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, **Henry**, Ida, Iowa, **Jackson**, Jasper, **Jefferson**, Johnson, Jones, Keokuk, Linn, **Louisa**, Lucas, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright

| Coventry Advantra Silver (HMO) | |
|--------------------------------------|--|
| ★★★★☆ | |
| Why You Should Sell This Plan | 4.5-star rated HMO, \$0 plan premium, vision coverage and a free fitness club membership |
| Monthly Premium | \$0 |
| PCP In-Network | \$5 |
| Specialist In-Network | \$35 |
| Inpatient Hospital In-Network | \$350 per day, days 1-5; \$0 per day, days 6-90 |
| Out-of-pocket Maximum | \$4,100 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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Midlands Market

Iowa / Dallas, Polk, Warren

Coventry Total Care (HMO)



Why You Should Sell This Plan

4.5-star rated HMO plan \$0 plan premium, \$5 in-network PCP copay, coordinated care program through a partnership with Mercy Medical Center Des Moines, vision and dental coverage and a free fitness club membership

| | |
|-------------------------------|---|
| Monthly Premium | \$0 |
| PCP In-Network | \$5 |
| Specialist In-Network | \$30 |
| Inpatient Hospital In-Network | \$385 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/\$20 copay |
| Tier 3 - Preferred Brand | \$47 copay |
| Tier 4 - Non-Preferred Drug | \$100 copay |
| Tier 5 - Specialty | 33% coinsurance |

Midlands Market

Nebraska / Douglas, Sarpy

| Coventry Total Care (HMO) | |
|--------------------------------------|--|
| ★★★★ | |
| Why You Should Sell This Plan | 3.5-star rated HMO plan \$0 plan premium, coordinated care program through a partnership with Alegen Creighton Health, vision and dental coverage and a free fitness club membership |
| Monthly Premium | \$0 |
| PCP In-Network | \$15 |
| Specialist In-Network | \$45 |
| 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/\$20 copay |
| Tier 3 - Preferred Brand | \$47 copay |
| Tier 4 - Non-Preferred Drug | \$100 copay |
| Tier 5 - Specialty | 27% coinsurance |