



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

Ohio/Kentucky

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Ohio/Kentucky Market



Number of Medicare eligibles*

KY Louisville	60,939
OH Cincinnati	470,229
OH Cleveland	794,622
OH Columbus	294,025
OH Toledo	128,540
Total	1,748,355

Service Area:

- KY:** Boone, Campbell, Kenton
- OH:** Ashland, Belmont, Brown, Butler, Clark, Clermont, Columbiana, Cuyahoga, Delaware, Fairfield, Franklin, Geauga, Greene, Hamilton, Hancock, Harrison, Jefferson, Lake, Licking, Lorain, Lucas, Mahoning, Marion, Medina, Miami, Montgomery, Muskingum, Portage, Seneca, Stark, Summit, Trumbull, Union, Warren, Wood

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

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Ohio/Kentucky Market

Market Highlights

- Footprint of 38 counties around 8 metropolitan areas with 1.75M Medicare eligibles
- 4-star HMO plans in each market
- 4.5-star PPO plans in each market
- \$0 premium PPO options
- Comprehensive annual physical exam
- Worldwide coverage for emergency and urgent care
- Access to 24-hour Nurse Hotline on all Aetna Plans
- \$0 SilverSneakers[®] fitness memberships available on all plans
- All members have access to our national provider networks and preferred pharmacies
- Aetna Rx Home Delivery is back as a preferred pharmacy
- \$2 copay on Tier 1 drugs
- Tier 1 and Tier 2 drugs are not subject to the deductible
- Tier 1 and Tier 2 gap coverage included on all plans

Value Proposition

Aetna provides our members with a strong, robust hospital and provider network. With 100% of Ohio/Kentucky's plans rated 4-stars or higher, we not only provide stability and peace of mind to current members but we're positioned as an excellent choice for new membership. Our 38-county footprint positions strongly rated and very competitive plans in and around the 8 major cities throughout the Ohio/Kentucky market. Highly coveted \$0 premium products can be found in each submarket across Ohio/Kentucky, including first-dollar coverage on in-network services! Our plans feature a complimentary fitness benefit through SilverSneakers as well as coverage in the gap on Tier 1 and Tier 2 medications. In addition, members have access to over 30,000 preferred pharmacies, including Aetna Rx Home Delivery. Aetna has been serving Medicare members since 1965, and with exceptional member service and a strong commitment to the Medicare market, we look forward to making your members our top priority

Strong Network

The OH/KY 38-county service area includes the majority of acute care hospitals

OH:

- Unique provider network relationship with, but not limited to, Mercy Health System, University Hospitals of Cleveland, Mount Carmel Health Partners, Central Ohio Primary Care Physicians and ProMedica
- Excellent network in the **Cleveland/Akron/Canton/Youngstown Market:** Cleveland Clinic, University Hospital, MetroHealth, Akron General, St. Elizabeth, St. Joseph, Mercy, Alliance, Affinity; **Columbus Market:** Central Ohio Primary Care Physicians, OhioHealth, OSU, Mount Carmel; **Toledo Market:** Mercy, ProMedica, UT Medical Center; **Cincinnati Market:** The Christ Hospital, Bethesda, Good Samaritan, Mercy, University Hospitals; **Dayton Market:** Premier Health Partners; **Northern KY Market:** St. Elizabeth Healthcare

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Ohio/Kentucky Market

Ohio/Belmont, Columbiana, Cuyahoga, Geauga, Harrison, Jefferson, Lake, Mahoning, Medina, Trumbull

Advantra Silver (PPO) (H1608-029)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium PPO, low PCP copay and in-network access to providers in the tri-state area of OH, PA, WV, \$0 fitness membership through SilverSneakers, Rx deductible, significantly lowered from 2016

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	\$5,400 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	30% coinsurance

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Ohio/Kentucky Market

Ohio/Ashland, Brown, Butler, Clark, Clermont, Columbiana, Cuyahoga, Delaware, Fairfield, Franklin, Geauga, Hamilton, Hancock, Lake, Lucas, Mahoning, Marion, Medina, Muskingum, Portage, Seneca, Stark, Summit, Trumbull, Wood

Aetna Medicare Choice Plan (PPO) (H5521-134)



Why You Should Sell This Plan

4.5-star rated PPO, low PCP copay and \$0 fitness membership through SilverSneakers

Monthly Premium	\$90
PCP In-Network	\$10
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$225 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,000 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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Ohio/Kentucky Market

Ohio/Ashland, Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull

Aetna Medicare Value Plan (HMO) (H3931-107)



Why You Should Sell This Plan

4.0-star rated HMO, \$0 plan premium, \$0 fitness membership through SilverSneakers, reduced inpatient hospital, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$20
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$350 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,700 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	29% coinsurance

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Ohio/Kentucky Market

Ohio/Delaware, Fairfield, Franklin, Licking, Marion, Muskingum, Union

Aetna Medicare Value Plan (HMO) (H3931-108)



Why You Should Sell This Plan

4.0-star rated HMO, \$0 fitness membership through SilverSneakers, reduced Rx deductible from 2016, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$29
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$500 per day, days 1-3; \$0 per day, days 4-90
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	29% coinsurance

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Ohio/Kentucky Market

Ohio/Delaware, Fairfield, Franklin, Licking, Marion, Muskingum

Aetna Medicare Value Plan (PPO) (H5521-089)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, \$0 fitness membership through SilverSneakers, reduced inpatient hospital, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$400 per day, days 1-4; \$0 per day, days 5-90
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

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Ohio/Kentucky Market

Ohio/Butler, Clermont, Hamilton, Hancock, Lucas, Seneca, Warren, Wood

Aetna Medicare Select Plan (HMO) (H3931-109)



Why You Should Sell This Plan

4.0-star rated HMO, \$0 fitness membership through SilverSneakers, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$29
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$400 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$5,500 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	29% coinsurance

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Ohio/Kentucky Market

Ohio/Clark, Greene, Miami, Montgomery

Aetna Medicare Select Plan (HMO) (H3931-110)



Why You Should Sell This Plan

4.0-star rated HMO, \$0 fitness membership through SilverSneakers, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$36
PCP In-Network	\$20
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$350 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,600 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	29% coinsurance

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Ohio/Kentucky Market

Kentucky/Boone, Campbell, Kenton

Aetna Medicare Value Plan (PPO) (H5521-085)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, \$0 fitness membership through SilverSneakers, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$355 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,000 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	29% coinsurance

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Ohio/Kentucky Market

Kentucky/Boone, Campbell, Kenton

Ohio/Ashland, Brown, Butler, Clark, Clermont, Columbiana, Cuyahoga, Delaware, Fairfield, Franklin, Geauga, Hamilton, Hancock, Lake, Licking, Lucas, Mahoning, Marion, Medina, Miami, Muskingum, Portage, Seneca, Stark, Summit, Trumbull, Wood

Aetna Medicare Standard Plan (PPO) (H5521-020)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 fitness membership through SilverSneakers, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$125
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	\$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	29% coinsurance

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Ohio/Kentucky Market

Ohio/Brown, Butler, Clermont, Hamilton

Aetna Medicare Value Plan (PPO) (H5521-087)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, \$0 fitness membership through SilverSneakers, reduced Rx deductible, reduced inpatient hospital, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$20
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$415 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$6,100 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	30% coinsurance

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Ohio/Kentucky Market

Ohio/Hancock, Lucas, Seneca, Stark , Wood

Aetna Medicare Value Plan (PPO) (H5521-088)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, low PCP copay, \$0 fitness membership through SilverSneakers, reduced Rx deductible, reduced inpatient hospital, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$290 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,100 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	30% coinsurance

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Ohio/Kentucky Market

Ohio/Clark, Miami

Aetna Medicare Value Plan (PPO) (H5521-090)



Why You Should Sell This Plan

4.5-star rated PPO, \$0 plan premium, low PCP copay, \$0 fitness membership through SilverSneakers, reduced Rx deductible, reduced inpatient hospital, national provider network, worldwide emergency and urgent care coverage

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$315 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$6,100 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	30% coinsurance