



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





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- 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*  

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*Medicare Advantage Plans*  
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# Washington

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## Washington Market



### Number of Medicare eligibles\*

King	295,899
Pierce	136,855
Snohomish	117,728
<b>Total</b>	<b>546,482</b>

#### Service Area:

**WA:** King, Pierce, Snohomish

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

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## Washington Market

### Market Highlights

#### King, Pierce and Snohomish

- **New market launch in King, Pierce and Snohomish Counties - Greater Seattle, WA area**
- **2 PPO plan offerings - 4.5-star ratings:**
  - \$54 Choice PPO: Competitively priced for HMO clients
  - \$90 Select PPO: Offers additional benefits, such as hearing aid and richer eyewear allowances
- Members have access to a broad provider network both locally and nationally via the Aetna PPO provider network
- Preferred/non-preferred pharmacy network with access to a national network of pharmacy providers
- \$0 copay for a 3-month supply of Tier 1 preferred generic drugs at a preferred pharmacy
- Worldwide emergency coverage and \$0 copay for annual physical exam, fitness benefit, nursing hotline and health education

### Value Proposition

Aetna is offering 2 new PPO options for clients facing increasing Medicare Supplement premiums and/or clients losing their employer benefits coverage. Both plans offer greater provider options through Aetna's national PPO provider network. Your clients will have confidence in joining a 4.5-star plan with an excellent reputation

### Strong Network

#### WA:

**King County** - Network includes, yet not limited to:

- Overlake Hospital Medical Center
- EvergreenHealth Medical Center
- Valley Medical Center
- Harborview Medical Center
- Northwest Hospital
- Swedish Medical Center (Cherry Hill, First Hill, Ballard)
- University of Washington Medical Center (UW)

**Pierce County** - Network includes, yet not limited to:

- MultiCare Auburn Medical Center
- Multicare Allenmore Hospital
- Tacoma General Hospital
- MultiCare Good Samaritan Hospital

**Snohomish County** - Network includes, yet not limited to:

- Providence Regional Medical Center (Colby Campus and Pacific Campus)
- Swedish Edmonds

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# Washington Market

WA / **King, Pierce, Snohomish**

	Aetna Medicare Select Plan (PPO) (H5521-128) ★★★★☆	Aetna Medicare Choice Plan (PPO) (H5521-127) ★★★★☆
<b>Why You Should Sell This Plan</b>	<b>NEW PPO for 2017!</b> 4.5-star PPO, competitive plan premium, access to a nationwide provider network, a great alternative option for clients with increasing Medicare Supplement premiums or clients losing their employer-sponsored coverage. Additional benefits include \$500 hearing aid allowance and \$150 eyewear allowance	<b>NEW PPO for 2017!</b> 4.5-star PPO, competitive plan premium, no in-network medical deductible, access to a nationwide provider network, a great alternative option for clients with increasing Medicare Supplement premiums or clients losing their employer-sponsored coverage. Plan includes \$100 eyewear allowance
Monthly Premium	\$90	\$54
PCP In-Network	\$10	\$15
Specialist In-Network	\$40	\$50
Inpatient Hospital In-Network	\$250 per day, days 1-4; \$0 per day, days 5-90	\$400 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$5,900 In-Network/\$8,500 Combined	\$6,700 In-Network/\$10,000 Combined
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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