



Mid-America

Great Lakes

Heartland

Midlands

Ohio/Kentucky

ShowMe (St. Louis)

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Ohio/Kentucky Market



Number of Medicare eligibles*

Northern KY	58,449
OH Cincinnati	453,279
OH Cleveland	772,394
OH Columbus	283,070
OH Toledo	124,499
Total	1,691,691

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 2015, CMS.gov

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Ohio/Kentucky Market

Market Highlights

- Total footprint of 38 counties around 8 cities and 1.7M eligible
- \$0 premium Value PPO option
- \$0 copay on tier 1 drugs
- MAPD formularies cover 95% of the top 200 drugs
- No cost fitness facility membership available on all plans
- In network coverage that travels with the member
- World wide coverage for Emergency and urgent Care
- Comprehensive annual physical exam
- 4+ STAR Rated plans in all markets

Strong Network

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

OH:

- Unique collaborative relationships with Cleveland Clinic (Cuyahoga county), Central primary Care Physicians (Franklin/Delaware counties), ProMedica, Toledo Clinic and Oregon Clinic (Lucas County)
- Excellent network in the Cleveland/Akron/Canton/Youngstown market: Cleveland Clinic, University Hospital, Metro, Akron General, Akron General, St Elizabeth, St Joseph, Mercy, Alliance , Affinity; Columbus market: Ohio Health, OSU, Mt Carmel; Toledo Market: Mercy, ProMedica, UT Medical Center; Cincinnati market: Christ Hospital, Bethesda, Good Samaritan, Mercy, University; Dayton market: Premier Health Partners; Northern KY market: St. Elizabeth Healthcare

Ohio/Kentucky Market

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

	Advantra Silver (PPO)	Advantra Gold (PPO)
Why You Should Sell This Plan	\$0 plan premium PPO, low PCP copay, \$0 Tier 1 preferred generic and in-network access to providers in the Tri-State area of OH, PA, WV	In-Network access to providers in the Tri-State area of OH, PA, WV. Lower than average co-pays, Embedded dental, vision & hearing benefits included, \$0 Tier 1 Generics
Monthly Premium	\$0	\$59
PCP In-Network	\$10	\$5
Specialist In-Network	\$40	\$25
Inpatient Hospital In-Network	\$500 per day, days 1-2; \$350 per day, days 3-4; \$0 per day, days 5-90	\$300 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,700 In-Network / \$10,000 Combined	\$4,300 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay	\$0 /\$10 copay
Tier 2 - Generic	\$10/\$20 copay	\$10 /\$20 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay	\$100 copay
Tier 5 - Specialty	28% coinsurance	28% coinsurance

Ohio/Kentucky Market

Kentucky / Boone, Campbell, Kenton

	Aetna Medicare Select Plan (HMO)	Aetna Medicare Value Plan (PPO)
Why You Should Sell This Plan	Low monthly plan premium, strong provider network, \$0 copay on Tier 1 Rx, no cost fitness membership through Silver & Fit and worldwide emergency and urgent care coverage	\$0 plan premium, \$0 copay on Tier 1 Rx, no cost fitness membership through Silver & Fit and worldwide emergency and urgent care coverage
Monthly Premium	\$19	\$0
PCP In-Network	\$20	\$20
Specialist In-Network	\$45	\$50
Inpatient Hospital In-Network	\$450 per day, days 1-3; \$0 per day, days 4-90	\$260 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,600 In-Network	\$6,000 In-Network / \$7,500 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay	\$0 /\$5 copay
Tier 2 - Generic	\$10/\$15 copay	\$12 /\$20 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	29% coinsurance	29% coinsurance

Ohio/Kentucky Market

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

Aetna Medicare Value Plan (HMO)	
Why You Should Sell This Plan	\$0 plan premium, large provider network, \$0 Tier 1 preferred generic, access to the National Medicare Provider Network for Travelers
Monthly Premium	\$0
PCP In-Network	\$20
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$450 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket Maximum	\$5,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$6 copay
Tier 2 - Generic	\$10/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	29% coinsurance

Ohio/Kentucky Market

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

Aetna Medicare Value Plan (HMO)

Why You Should Sell This Plan

Low PCP copay, \$0 Tier 1 preferred generic copay, wider PDP formulary and strong provider network with Travel Advantage benefits

Monthly Premium	\$24
PCP In-Network	\$15
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$500 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket Maximum	\$5,600 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$11 copay
Tier 2 - Generic	\$12/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	27% coinsurance

Ohio/Kentucky Market

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

Aetna Medicare Value Plan (PPO)	
Why You Should Sell This Plan	4.0 Star-rated PPO, \$0 plan premium, no referrals required, \$0 Tier 1 preferred generic, wider PDP formulary, and access to Aetna’s Medicare national network
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$465 per day, days 1-2; \$200 per day, days 3-5; \$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	\$0/\$7 copay
Tier 2 - Generic	\$12/\$19 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	28% coinsurance

Ohio/Kentucky Market

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

Aetna Medicare Select Plan (HMO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 copay on Tier 1 preferred generic, no cost fitness membership through Silver & Fit and strong provider network with worldwide emergency and urgent care coverage
Monthly Premium	\$29
PCP In-Network	\$20
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$450 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket Maximum	\$5,500 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$10/\$19 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	28% coinsurance

Ohio/Kentucky Market

Ohio / Clark, Greene, Miami, Montgomery

Aetna Medicare Select Plan (HMO)	
Why You Should Sell This Plan	\$0 copay on Tier 1 preferred generic, no cost fitness membership through Silver & Fit and strong provider network with worldwide emergency and urgent care coverage
Monthly Premium	\$36
PCP In-Network	\$20
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$500 per day, days 1-3; \$0 per day, days 4-90
Out-of-pocket Maximum	\$5,600 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$11/\$16 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	27% coinsurance

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)	
Why You Should Sell This Plan	\$0 plan premium, \$0 copay on Tier 1 preferred generic, no cost fitness membership through Silver & Fit and strong provider network with worldwide emergency and urgent care coverage
Monthly Premium	\$115
PCP In-Network	\$15
Specialist In-Network	\$50
Inpatient Hospital In-Network	\$275 per day, days 1-7; \$0 per day, days 8-90
Out-of-pocket Maximum	\$5,000 In-Network / \$7,500 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$7/\$12 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	29% coinsurance

Ohio/Kentucky Market

Ohio / Brown, Butler, Clermont, Hamilton

Aetna Medicare Value Plan (PPO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 copay on Tier 1 preferred generic, no cost fitness membership through Silver & Fit and strong provider network with worldwide emergency and urgent care coverage
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$500 per day, days 1-2; \$225 per day, days 3-5; \$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	\$0/\$5 copay
Tier 2 - Generic	\$10/\$16 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	29% coinsurance

Ohio/Kentucky Market

Ohio / Hancock, Lucas, Seneca, Stark , Wood

Aetna Medicare Value Plan (PPO)	
Why You Should Sell This Plan	\$0 plan premium, \$10 in-network PCP copay, \$0 copay on Tier 1 preferred generic, \$0 copay for preventative services and out of network benefits with worldwide emergency and urgent care coverage
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$500 per day, days 1-2; \$225 per day, days 3-5; \$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	\$0/\$5 copay
Tier 2 - Generic	\$9/\$14 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	29% coinsurance

Ohio/Kentucky Market

Ohio / Clark, Miami

Aetna Medicare Value Plan (PPO)	
Why You Should Sell This Plan	\$0 plan premium, \$10 in-network PCP copay, \$0 copay on Tier 1 preferred generic, no cost fitness membership through Silver & Fit and out of network benefits with worldwide emergency and urgent care coverage
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$485 per day, days 1-2; \$200 per day, days 3-5; \$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	\$0/\$6 copay
Tier 2 - Generic	\$12/\$17 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	29% coinsurance