



Southeast

Capitol

Deep South

Florida

Mid-South

[Return to table of contents](#)

[Return to table of contents](#)

Capitol Market



Number of Medicare eligibles*

DC District of Columbia	87,311
VA Danville/Roanoke	99,182
VA Hampton Roads/Newport News	69,017
VA Northern	292,340
VA Richmond	150,241
Total	698,091

Service Area: DC: District of Columbia **VA:** Alexandria City, Arlington, Chesterfield, Danville City, Fairfax, Fairfax City, Falls Church City, Franklin, Franklin City, Fredericksburg City, Gloucester, Hampton City, Hanover, Henrico, Henry, Loudoun, Manassas City, Manassas Park City, Martinsville City, Newport News City, Pittsylvania, Prince William, Richmond City, Roanoke, Roanoke City, Spotsylvania, Stafford, York

*MA State/County Penetration – May 2015, CMS.gov

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Capitol Market

Market Highlights

All plans include:

- 4 Star PPO plan option with flexibility of Out-Of-Network choice
- 4 Star HMO plan with In-network coverage that travels with every member with the Travel Advantage benefit (excludes N. VA HMO)
- National RX coverage
- Access to 24-hour Nurse Hotline

DC:

- \$0 preventive care and \$10 HMO PCP copay and \$15 PPO PCP copay
- Access to Dental, Vision, and Hearing aid benefits at an additional premium
- \$0 Silver&Fit membership

Northern VA:

- Network includes the Inova Hospital System
- \$0 preventive care and \$10 HMO PCP and \$15 PPO PCP copay
- \$0 Routine Vision and Hearing Exams
- \$0 Silver&Fit membership

Richmond VA:

- \$0 monthly premium HMO
- \$0 preventive care and \$5 HMO PCP copay and \$15 PPO PCP copay
- \$0 Silver&Fit membership

Newport News VA:

- \$0 monthly premium HMO
- \$0 preventive care and \$5 HMO PCP copay and \$15 PPO PCP copay
- \$0 Silver&Fit membership

Danville VA:

- Low monthly premium HMO
- \$0 preventive care and \$5 HMO PCP copay and \$15 PPO PCP copay
- \$0 Silver&Fit membership

Roanoke VA:

- New Expansion market includes 3 new counties
- \$0 monthly premium HMO
- \$0 preventive care including \$0 labs
- \$5 PCP copay and \$15 PPO PCP copay
- \$0 Silver&Fit membership

Strong Network

DC:

- Network includes every hospital in the D.C. area

Northern VA:

- Network includes the Inova Hospital System. All five of Inova's hospitals have been recognized by U.S. News & World Report as "Best Hospital" for 2013-14

Richmond VA:

- Network includes both Bons Secours and HCA Hospital Systems

Danville VA:

- Network includes the Life Point Hospitals, the Gateway Health Alliance Providers Group and Carilion Medical Associates

Newport News VA:

- Network includes Riverside Hospital System

Roanoke VA:

- Network includes the Carilion Roanoke Health System and the Lewis-Gale Regional Health System HCA

Capitol Market

District of Columbia / District of Columbia

	Aetna Medicare Standard Plan (HMO)	Aetna Medicare Premier Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, low PCP copay, low specialist copays, \$3 copay on Tier 1 preferred generic, strong network that includes every hospital in D.C. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services	4 Star-rated PPO, \$3 copay on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services
Monthly Premium	\$50	\$89
PCP In-Network	\$10	\$20
Specialist In-Network	\$40	\$45
Inpatient Hospital In-Network	\$295 per day, days 1-6	\$285 per day, days 1-6;
Out-of-pocket Maximum	\$6,700 In-Network	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$12/\$20 copay
Tier 3 - Preferred Brand	\$40/\$43 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	29% coinsurance	33% coinsurance

Capitol Market

Northern Virginia / Alexandria City, Arlington, Fairfax, Fairfax City, Falls Church City, Fredericksburg City, Loudoun, Manassas City, Manassas Park City, Prince William, Spotsylvania, Stafford

	Aetna Medicare Innovation Prime Plan (HMO)	Aetna Medicare Innovation Choice Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, \$4 copay on Tier 1 preferred generic, strong network that includes the Inova Hospital. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services	4 Star-rated PPO, competitive out-of-pocket costs, \$3 copy on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services
Monthly Premium	\$55	\$87
PCP In-Network	\$10	\$15
Specialist In-Network	\$40	\$50
Inpatient Hospital In-Network	\$285 per day, days 1-6	\$295 per day, days 1-5
Out-of-pocket Maximum	\$6,700 In-Network	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$8/\$20 copay
Tier 3 - Preferred Brand	\$43/\$45 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	29% coinsurance	31% coinsurance

Capitol Market

Richmond VA / Chesterfield, Hanover, Henrico, Richmond City

	Aetna Medicare Select Plan (HMO)	Aetna Medicare Essential Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, \$0 plan premium, \$4 copay for Tier 1 preferred generic. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services	4 Star-rated PPO, competitive out-of-pocket costs, \$3 copay on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services
Monthly Premium	\$0	\$55
PCP In-Network	\$5	\$15
Specialist In-Network	\$40	\$45
Inpatient Hospital In-Network	\$279 per day, days 1-7	\$279 per day, days 1-7
Out-of-pocket Maximum	\$6,300 In-Network	\$6,450 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$9/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	33% coinsurance	33% coinsurance

Capitol Market

Danville VA / Danville City, Franklin City, Henry, Martinsville City, Pittsylvania

	Aetna Medicare Select Plan (HMO)	Aetna Medicare Essential Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, lower copays for frequently used benefits, \$5 PCP copay, \$4 copay on Tier 1 preferred generic, \$0 gym membership, members can focus on preventative care with \$0 services	4 Star-rated PPO, competitive out-of-pocket costs, \$3 copay on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services
Monthly Premium	\$28	\$68
PCP In-Network	\$5	\$15
Specialist In-Network	\$40	\$45
Inpatient Hospital In-Network	\$279 per day, days 1-7	\$279 per day, days 1-7
Out-of-pocket Maximum	\$6,300 In-Network	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$9/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	33% coinsurance	33% coinsurance

Capitol Market

Newport News VA / Gloucester, Hampton City, Newport News City, York

	Aetna Medicare Select Plan (HMO)	Aetna Medicare Essential Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, \$0 plan premium, \$5 PCP copay, lower copays for frequently used benefits, \$0 gym membership and members can focus on preventive care with \$0 services	4 Star-rated PPO, competitive out-of-pocket costs, \$3 copay on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services
Monthly Premium	\$0	\$55
PCP In-Network	\$5	\$15
Specialist In-Network	\$40	\$45
Inpatient Hospital In-Network	\$295 per day, days 1-6	\$279 per day, days 1-7
Out-of-pocket Maximum	\$6,300 In-Network	\$6,450 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$9/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	33% coinsurance	33% coinsurance

Capitol Market

Roanoke VA - NEW MARKET / Franklin, Roanoke, Roanoke City

	Aetna Medicare Select Plan (HMO)	Aetna Medicare Essential Plan (PPO)
Why You Should Sell This Plan	4 Star-rated HMO, \$0 plan premium, \$5 PCP copay, lower copays for frequently used benefits, network includes Carilion Health System and Lewis-Gale Regional Health System HCA, \$4 copay on Tier 1 preferred generic, \$0 gym membership and members can focus on preventive care with \$0 services including labs — new expansion market	4 Star-rated PPO, \$3 copay on Tier 1 preferred generic, national PPO provider access without a referral. Plan offers \$0 gym membership and members can focus on preventive care with \$0 services— new expansion market
Monthly Premium	\$0	\$55
PCP In-Network	\$5	\$15
Specialist In-Network	\$40	\$45
Inpatient Hospital In-Network	\$285 per day, days 1-6	\$270 per day, days 1-7
Out-of-pocket Maximum	\$4,950 In-Network	\$6,450 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$4/\$10 copay	\$3/\$10 copay
Tier 2 - Generic	\$12/\$20 copay	\$9/\$20 copay
Tier 3 - Preferred Brand	\$47/\$47 copay	\$47/\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance	50% coinsurance
Tier 5 - Specialty	33% coinsurance	33% coinsurance