



## Southeast

Capitol

Deep South

Florida

**Mid-South**

Mid-America

Northeast

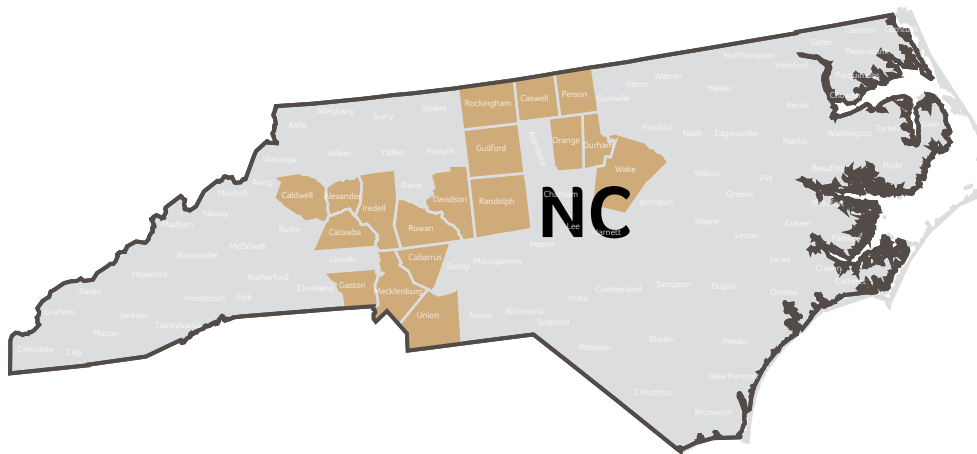
**Southeast**

West

PDP

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## Mid-South Market



### Number of Medicare eligibles\*

NC Charlotte	217,078
NC Piedmont	115,474
NC Triad	171,625
NC Triangle	183,329
North Carolina	1,053,014
<b>Total</b>	<b>1,740,520</b>

**Service Area: NC:** Alexander, Cabarrus, Caldwell, Caswell, Catawba, Davidson, Durham, Gaston, Guilford, Iredell, Mecklenburg, Orange, Person, Randolph, Rockingham, Rowan, Union, Wake

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

## Mid-South Market

### Market Highlights

- Aetna \$0 monthly premium PPO with no annual deductible
- Large pharmacy network and rich drug formulary
- 4.0 Star Aetna PPO and 4.0 Star Aetna HMO
- Expansive Service Area; covers 18 counties
- \$0 for a Healthways SilverSneakers fitness program membership
- \$10 PCP copay and flexibility of Out-of-Network choice
- \$0 Vision exam with Dental and Vision allowance

### Strong Network

- Doctors and hospitals including Novant Hospitals, Carolinas Health System (CHS), Gaston Memorial, Tenet Hospital systems, Moses Cone Hospitals, North Carolina Baptist, Alamance Regional, Pioneer Community Hospital, Wilkes Regional Medical Center, Women’s Hospital of Greenboro, Duke University Medical Center, Durham Regional Medical Center, University of North Carolina Hospitals, Rex Hospital, Duke Raleigh, Wake Medical Center, Morehead Hospital, Iredell Health Systems, Person Memorial, High Point Regional, Catawba Valley Medical Center

# Mid-South Market

**North Carolina / Alexander, Caldwell, Caswell, Catawba, Durham, Gaston, Guilford, Orange, Person, Randolph, Rockingham, Wake**

Advantra Gold (PPO)	
<b>Why You Should Sell This Plan</b>	PPO with competitive copays on frequently used benefits. Strong network with freedom to access care In and Out of Network. Includes extras above
Monthly Premium	\$39
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$265 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,200 In-Network/ \$6,800 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Generic	\$3/\$8 copay
Tier 2 - Preferred Brand	\$45/\$47 copay
Tier 3 - Non-Preferred Brand	50% coinsurance
Tier 4 - Specialty	33% coinsurance

# Mid-South Market

## North Carolina / Cabarrus, Durham, Gaston, Iredell, Mecklenburg, Orange, Person, Rowan, Union, Wake

Aetna Medicare Value Plan (HMO)	
<b>Why You Should Sell This Plan</b>	\$0 Premium, 4 Star HMO offering outstanding value through a rich Rx formulary, expanded T1 Rx, expansive provider network and robust package of supplemental benefits. This Plan has No Rx Deductible on any Tiers. Plan includes a \$0 cost Silver Sneakers fitness program.
Monthly Premium	\$0
PCP In-Network	\$15
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$289 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,950 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$2/\$7 copay
Tier 2 - Generic	\$12/\$17 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

# Mid-South Market

## North Carolina / Durham, Orange, Person, Wake

### Aetna Medicare Prime Plan (HMO)

#### Why You Should Sell This Plan

Very Competitive 4 Star High Value Network HMO Plan offering Duke, Wake Medical, Duke Raleigh, and Person Memorial for \$0 Premium and \$5 PCP copay. Improved formulary with a \$0 copay on Tier 1 Prescription Drugs. No Rx Deductible on any Tiers. Offers extras above Medicare including both a \$120 Dental and a \$75 Vision allowance with a \$0 Silver Sneakers membership.

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$265 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,500 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$5 copay
Tier 2 - Generic	\$12/\$17 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

# Mid-South Market

**North Carolina / Alexander, Cabarrus, Caldwell, Caswell, Catawba, Davidson, Durham, Gaston, Guilford, Iredell, Mecklenburg, Orange, Person, Randolph, Rockingham, Rowan, Union, Wake**

## Aetna Medicare Premier Plan (PPO)

### Why You Should Sell This Plan

Aetna’s Lead PPO plan with a 4.0 Star rating and expanded provider network. Pairs competitive out-of-pocket costs with a rich Rx formulary and a expanded T1 Rx list. This Plan gives you the freedom to access care both In and Out of Network. Includes extras above Medicare including both Dental and Vision allowance and a \$0 Silver Sneaker membership.

Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$45
Inpatient Hospital In-Network	\$285 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,950 In-Network/ \$6,800 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$8 copay
Tier 2 - Generic	\$15/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	29% coinsurance