



## West

### Big Sky

California

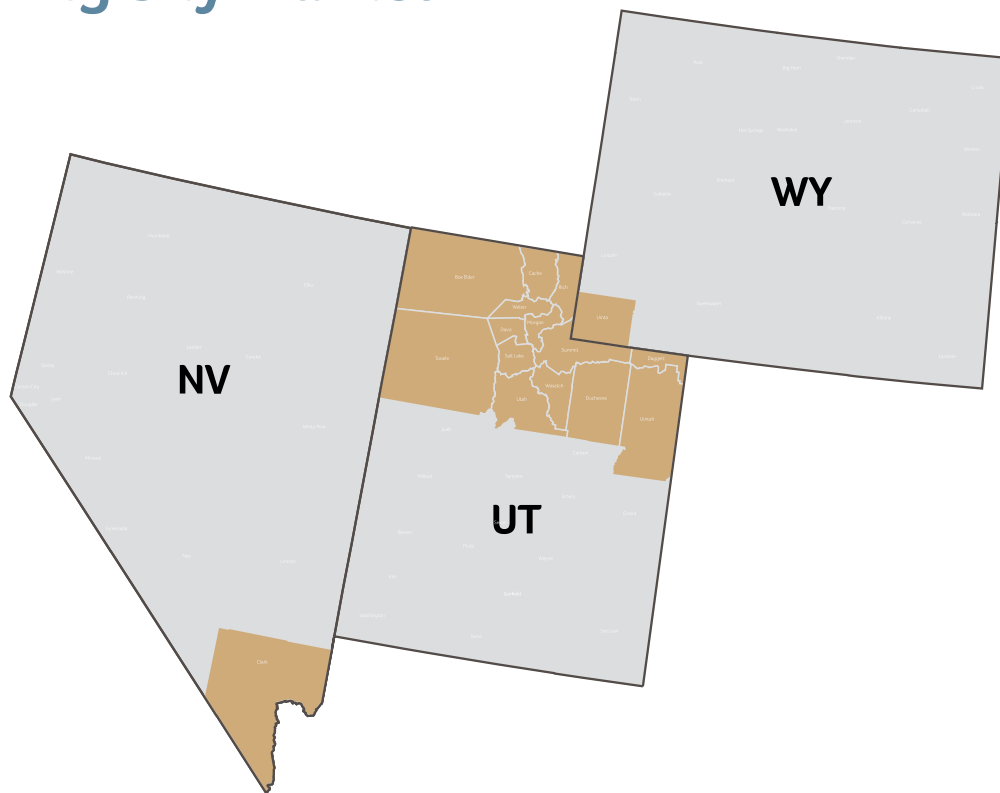
Mountain States

Texas

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## Big Sky Market



### Number of Medicare eligibles\*

|                      |                  |
|----------------------|------------------|
| NV Las Vegas         | 295,591          |
| UT/WY Salt Lake City | 279,671          |
| Montana              | 198,180          |
| Nevada               | 145,874          |
| Utah                 | 61,701           |
| Wyoming              | 91,024           |
| <b>Total</b>         | <b>1,072,041</b> |

**Service Area: NV:** Clark **UT:** Box Elder, Cache, Daggett, Davis, Duchesne, Morgan, Rich, Salt Lake, Summit, Tooele, Uintah, Utah, Wasatch, Weber **WY:** Uinta

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

# Big Sky Market

## Market Highlights

### NV:

- **HMO & PPO Plan offerings**

### HMO

- \$0 Premium/\$0 PCP/\$0 Lab
- No cost membership to an in network fitness facility via Silver&Fit
- In-network coverage that travels with our members

### PPO

#### Two PPO plans offered

- Choice of low premium option or higher premium option with additional access

#### Additional premium provides:

- Access to allowances for hearing aids, eyewear and dental services and enhanced formulary

### UT/WY

- **HMO & PPO Plan offerings**

### HMO

- Two HMO plans offered
- Choice of \$0 premium in select counties and low premium option in Uintah, Duchesne and Uinta WY.
- Enhanced Formulary with lower Rx copays at preferred pharmacies
- No cost membership to an in network fitness facility via Silver&Fit
- \$100 Eyewear reimbursement

### PPO

#### Offering in Select Counties

- Low premium of \$19

#### Premium provides:

- Allowances for hearing aids, eyewear and dental services
- Out of Network Benefits
- \$0 Tier 1 Generic at preferred pharmacies
- Enhanced Formulary with \$0 Tier 1 generics at preferred pharmacies
- No cost membership to an in network fitness facility via Silver&Fit

# Strong Network

### NV:

- Largest selection of over 400 primary care doctors and 2000 specialists and specialty service providers to choose from makes Aetna the leader in choice
- Includes St. Rose Dominican Hospital-Siena, Mountain View Hospital, St. Rose Dominican Hospital, Southern Hills Hospital and Medical Center, St. Rose Dominican Hospital-San Martin, Sunrise Hospital Medical Center, North Vista Hospital, University Medical Center, Healthsouth Rehabilitation Hospital, Healthsouth Rehabilitation Hospital of Henderson of Desert Canyon, LLC, Horizon Specialty Hospital of Las Vegas, Kindred Hospital Las Vegas, and Complex Care Hospital at Tenaya

### UT:

- Includes Ashley Regional Medical Center, Central Utah Clinic, Foothill Clinic, Evanston Regional Hospital, Granger Medical Clinic, HCA Mountain Star, IASIS, Mountain West Medical Center, Ogden Clinic, Tanner Clinic, Uintah Basin Medical Center, and University of Utah

# Big Sky Market

## Nevada / Clark

|                                      | Aetna Medicare Select Plan (HMO)   | Aetna Medicare Select Plan (PPO)  | Aetna Medicare Choice Plan (PPO)   |
|--------------------------------------|--|---|--|
| <b>Why You Should Sell This Plan</b> | \$0 premium, \$0 PCP, \$0 Lab, largest selection of PCP's and Specialists, Travel Advantage, Aetna Stability | Low premium. Access to large national network, with 4 Stars. No Rx Deductible and Aetna Stability | Premium plan that buys you additional supplemental dental, vision and hearing benefits and enhanced Rx formulary. Access to large national network, with 4 stars. No Rx deductible and Aetna stability |
| Monthly Premium                      | \$0  | \$85  | \$45   |
| PCP In-Network                       | \$0  | \$0   | \$10   |
| Specialist In-Network                | \$40   | \$35  | \$40   |
| Inpatient Hospital In-Network        | \$125 per day, days 1-6; \$0 per day, days 7-90  | \$250 per day, days 1-5; \$0 per day, days 6-90   | \$275 per day, days 1-5; \$0 per day, days 6-90  |
| Out-of-pocket Maximum                | \$6,700 In-Network   | \$4,900 In-Network/ \$8,200 Combined  | \$6,700 In-Network / \$10,000 Combined   |
| Prescription Drugs                   | Preferred Pharmacies/<br>Non-Preferred Pharmacies  | Preferred Pharmacies/<br>Non-Preferred Pharmacies   | Preferred Pharmacies/<br>Non-Preferred Pharmacies  |
| Tier 1 - Preferred Generic           | \$3/\$8 copay  | \$0/\$5 copay   | \$0/\$5 copay  |
| Tier 2 - Generic                     | \$10/\$15 copay  | \$7/\$12 copay  | \$7/\$12 copay   |
| Tier 3 - Preferred Brand             | \$47 copay   | \$47 copay  | \$47 copay   |
| Tier 4 - Non-Preferred Brand         | \$100 copay  | 45% coinsurance   | 45% coinsurance  |
| Tier 5 - Specialty                   | 28% coinsurance  | 33% coinsurance   | 33% coinsurance  |

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# Big Sky Market

**Utah / Box Elder, Cache, Daggett, Davis, Morgan, Rich, Salt Lake, Summit, Tooele, Utah, Wasatch, Weber**

| Altius Advantra (HMO)                |   |
|--------------------------------------|---|
| <b>Why You Should Sell This Plan</b> | \$0 premium, \$10 PCP, Large selection of PCP's and Specialists, \$100 eyewear allowance, \$0 fitness benefit via Silver&Fit, Enhanced Formulary with lower Rx Cost, Open access with no referrals required |
| Monthly Premium                      | \$0   |
| PCP In-Network                       | \$10  |
| Specialist In-Network                | \$50  |
| Inpatient Hospital In-Network        | \$289 per day, days 1-6; \$0 per day, days 7-90   |
| Out-of-pocket Maximum                | \$6,700 In-Network  |
| Prescription Drugs                   | Preferred Pharmacies/<br>Non-Preferred Pharmacies   |
| Tier 1 - Preferred Generic           | \$2/\$7 copay   |
| Tier 2 - Generic                     | \$9/\$15 copay  |
| Tier 3 - Preferred Brand             | \$47 copay  |
| Tier 4 - Non-Preferred Brand         | \$100 copay   |
| Tier 5 - Specialty                   | 28% coinsurance   |

# Big Sky Market

## Utah / Box Elder, Cache, Davis, Salt Lake, Summit, Tooele, Utah, Wasatch, Weber

| Aetna Medicare Choice Plan (PPO)     |  |
|--------------------------------------|--|
| <b>Why You Should Sell This Plan</b> | Premium plan that buys you additional supplemental dental, vision and hearing benefits and enhanced Rx formulary. Access to large national network, with 4 stars. No Rx deductible and Aetna stability |
| Monthly Premium                      | \$19   |
| PCP In-Network                       | \$5  |
| Specialist In-Network                | \$40   |
| Inpatient Hospital In-Network        | \$289 per day, days 1-6; \$0 per day, days 7-90  |
| Out-of-pocket Maximum                | \$4,700 In-Network/ \$7,900 Combined   |
| Prescription Drugs                   | Preferred Pharmacies/<br>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                   | 33% coinsurance  |

# Big Sky Market

## Utah / Duchesne, Uintah Wyoming / Uinta

### Altius Advantra Select (HMO)

#### Why You Should Sell This Plan

Low premium, \$10 PCP, Large selection of PCP's and Specialists, \$100 eyewear allowance, \$0 fitness benefit via Silver&Fit, Enhanced Formulary with lower Rx Cost, Open access with no referrals required

|                               |   |
|-------------------------------|---|
| Monthly Premium               | \$33  |
| PCP In-Network                | \$10  |
| Specialist In-Network         | \$50  |
| Inpatient Hospital In-Network | \$295 per day, days 1-6; \$0 per day, days 7-90   |
| Out-of-pocket Maximum         | \$6,700 In-Network                                |
| Prescription Drugs            | Preferred Pharmacies/<br>Non-Preferred Pharmacies |
| Tier 1 - Preferred Generic    | \$2/\$7 copay                                     |
| Tier 2 - Generic              | \$9/\$15 copay                                    |
| Tier 3 - Preferred Brand      | \$47 copay  |
| Tier 4 - Non-Preferred Brand  | 50% coinsurance                                   |
| Tier 5 - Specialty            | 29% coinsurance                                   |