



West

Big Sky

California

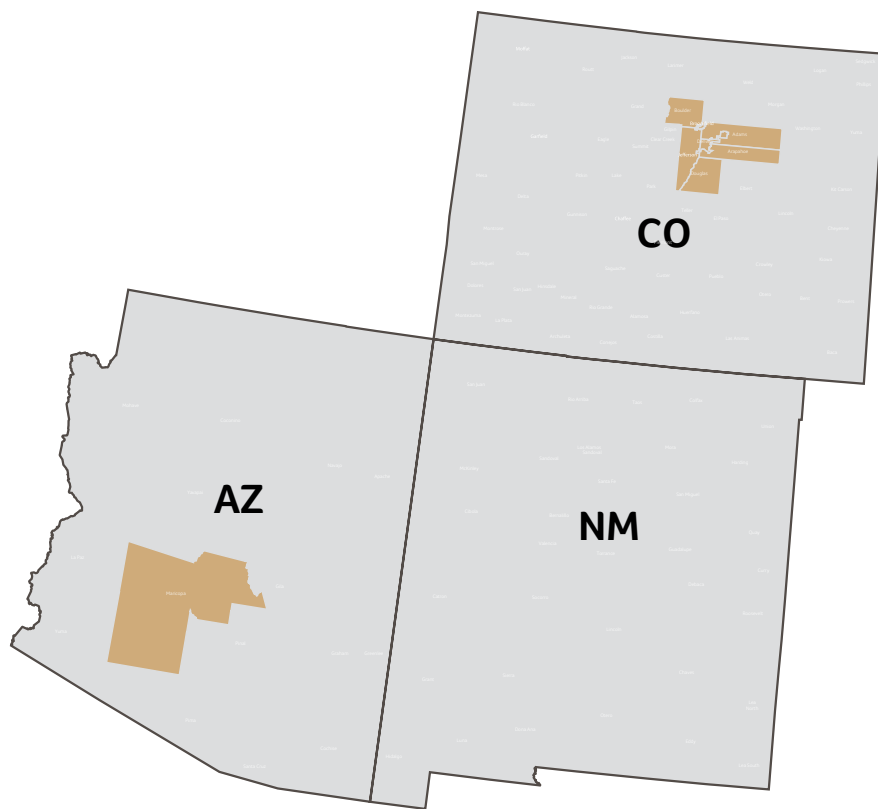
Mountain States

Texas

[Return to table of contents](#)

[Return to table of contents](#)

Mountain States Market



Number of Medicare eligibles*

AZ Phoenix	588,981
CO Denver	394,847
Arizona	519,138
Colorado	375,174
New Mexico	366,436
Total	2,244,576

Service Area: **AZ:** Maricopa **CO:** Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, Jefferson

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

Plan designs and service areas described in this document are pending government approval and are therefore subject to change. For producer use only. Confidential and Proprietary. Distribution to consumers, other insurers, or any other person or company is strictly prohibited and may be grounds for termination of your agreement with Aetna.

Mountain States Market

Market Highlights

AZ:

HMO & PPO Plan offering

HMO

- \$0 Premium/\$0 PCP/\$0 Lab
- No cost membership to an in network fitness facility via Silver&Fit

PPO

- Low premium

Premium provides:

- Allowances for hearing aids, eyewear and dental services
- Out of Network Benefits
- No cost membership to an in network fitness facility via Silver&Fit

CO:

- HMO & PPO Plan offerings HMO
- \$0 Premium/\$5 PCP/\$0 Lab
- No cost membership to an in network fitness facility via Silver&Fit

PPO

- Two PPO plans offered
- Choice of low premium option or higher premium option with additional access

Additional premium provides:

- Allowances for hearing aids, eyewear and dental services and enhanced formulary

Strong Network

AZ:

- Strong provider relationships with Banner Health and Arizona Care Network

CO:

- Strong provider relationships.
- Centura and BVIPA

Mountain State Market

Arizona / Maricopa

	Aetna Medicare Prime Plan (HMO)	Aetna Medicare Prime Plan (PPO)
Why You Should Sell This Plan	\$0 plan premium, \$0 PCP copay, \$0 lab, \$3 copay on Tier 1 preferred generic, enhanced formulary for 2016 and Aetna stability	Low PCP copay, \$0 copay on Tier 1 preferred generic, enhanced formulary for 2016 and additional supplemental dental, vision and hearing benefits with Aetna's stability
Monthly Premium	\$0	\$90
PCP In-Network	\$0	\$5
Specialist In-Network	\$30	\$25
Inpatient Hospital In-Network	\$195 per day, days 1-6; \$0 per day, days 7-90	\$255 per day, days 1-6; \$0 per day, days 7-90
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/\$8 copay	\$0/\$5 copay
Tier 2 - Generic	\$10/\$15 copay	\$7/\$12 copay
Tier 3 - Preferred Brand	\$47 copay	\$47 copay
Tier 4 - Non-Preferred Brand	42% coinsurance	50% coinsurance

Mountain State Market

Colorado / Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, Jefferson

	Aetna Medicare Prime Plan (HMO)	Aetna Medicare Prime Plan (PPO)
Why You Should Sell This Plan	\$0 plan premium, \$5 PCP copay, \$0 lab, \$3 copay on Tier 1 preferred generic, enhanced formulary for 2016 and Aetna stability	\$5 PCP copay, \$0 copay on Tier 1 preferred generic, enhanced formulary for 2016 and additional supplemental dental, vision and hearing benefits with Aetna's stability
Monthly Premium	\$0	\$64
PCP In-Network	\$5	\$5
Specialist In-Network	\$40	\$35
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90	\$259 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$5,900 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/\$8 copay	\$0/\$5 copay
Tier 2 - Generic	\$10/\$15 copay	\$7/\$12 copay
Tier 3 - Preferred Brand	\$45 copay	\$47 copay
Tier 4 - Non-Preferred Brand	40% coinsurance	50% coinsurance