



West

Big Sky Folder

California

Mountain States

Texas

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Texas Market



Number of Medicare eligibles*

TX Austin	236,824
TX Corpus Christi	77,025
TX Dallas	763,493
TX El Paso	113,500
TX Houston	813,126
TX Northern	97,974
TX San Antonio	373,454
Texas	1,098,556
Total	3,573,952

Service Area: TX: Aransas, Atascosa, Austin, Bandera, Bastrop, Bexar, Blanco, Bosque, Brazoria, Burnet, Caldwell, Chambers, Collin, Comal, Cooke, Dallas, Denton, El Paso, Ellis, Fort Bend, Galveston, Gillespie, Gonzales, Gregg, Grimes, Guadalupe, Hardin, Harris, Harrison, Hays, Jefferson, Johnson, Kendall, Kerr, Kleberg, Lee, Liberty, Limestone, Llano, Matagorda, Medina, Montague, Montgomery, Nueces, Parker, Rains, Rockwall, San Jacinto, San Patricio, Smith, Tarrant, Travis, Walker, Waller, Washington, Wharton, Williamson, Wilson, Wise

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

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Texas Market

Market Highlights

Austin (New Aetna Market):

- New Aetna HMO with \$0 Premium, \$0 Primary Care, \$0 Rx Generic and supplemental benefits
- New low premium 4 Star PPO option with no deductibles, \$0 Primary Care, \$0 Rx Generic and supplemental benefits

El Paso (New Aetna market):

- New 4 Star PPO with \$0 premium, no deductibles, \$0 Primary Care, \$0 Rx Generic and supplemental benefits

Corpus Christi (New Aetna market):

- New low premium 4 Star PPO with no deductibles, competitive office visit copays, \$0 Rx Generic and supplemental benefits

Houston:

- Complete simple four plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- New Aetna Prime High Value Network HMO with \$0 premium, \$0 Primary Care, \$0 Rx Generic, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4 Star PPO option with no deductibles, competitive office visit copays, \$0 Rx Generic and supplemental benefits

San Antonio:

- Complete simple four plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- Improved Aetna Prime High Value Network HMO with \$0 premium, \$0 Primary Care, \$0 Rx Generic, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4 Star PPO option with no deductibles, competitive office visit copays and supplemental benefits

Dallas / Fort Worth:

- Complete simple four plan portfolio of competitive HMO and PPO options with different “Why Sell” features
- Improved Aetna Prime High Value Network HMO with \$0 premium, \$0 Primary Care, \$0 Rx Generic, broad formulary, supplemental benefits and multiple network partners
- Maintained low premium 4 Star PPO option with no deductibles, competitive office visit copays and supplemental benefits

Strong Network

Austin:

- Seton Medical Center
- Austin Regional Clinic

El Paso:

- Sierra Providence Health Network
- University Medical Center (aka Texas Tech)

Corpus

- CHRISTUS Spohn Hospitals
- Corpus Christi Medical Center
- Southeast Texas Medical Center and Permian Premier Physicians
- Thomas Spann Clinic

Houston

- Memorial Hermann Hospitals and Medical Group
- Methodist Hospitals and Medical Groups
- IntegraNet Health
- Village Family Practice
- Greater Houston Physicians Medical Association

San Antonio

- Baptist Hospital System and MedFirst Physicians
- Gonzaba Medical Group and Clinics
- UPSA

Dallas / Fort Worth

- Baylor Health System and Baylor Quality Alliance Physicians
- Methodist Health System and Dallas Methodist Physician Network
- HCA Hospital System and Physicians
- IntegraNet Health

Texas Market

Dallas/Fort Worth / Collin, Dallas, Denton, Ellis, Johnson, Montague*², Parker, Rains*², Rockwall, Tarrant*²

	Aetna Medicare Prime Plan (HMO) ^{*1}	Aetna Medicare Premier Plan (HMO)	Aetna Medicare Choice Plan (PPO)	Aetna Medicare Value Plan (PPO)
Why You Should Sell This Plan	\$0 plan premium, \$0 PCP copay, HVN HMO with comprehensive coordinated care, \$0 copay on Tier 1 preferred generic, broad formulary and gap coverage with supplemental benefit allowances	Broad network, \$0 copay on Tier 1 preferred generic, supplemental benefit allowances	4 Star-rated PPO, low plan premium, no deductibles, competitive copays, broad network with national reciprocity, \$0 copay on Tier 1 preferred generic and supplemental benefit allowances	4 Star-rated PPO, broad network with national reciprocity, \$0 copay on Tier 1 preferred generic broad formulary, supplemental benefit allowances and lower cost OON
Monthly Premium	\$0	\$99	\$19	\$197
PCP In-Network	\$0	\$15	\$15	\$20
Specialist In-Network	\$20	\$50	\$40	\$50
Inpatient Hospital In-Network	\$250 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,200 In-Network	\$6,700 In-Network	\$6,700 In-Network/\$10,000 Combined	\$6,700 In-Network/\$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay
Tier 2 - Generic	\$10/\$30 copay	\$10/\$20 copay	\$10/\$20 copay	\$10/\$47 copay
Tier 3 - Preferred Brand	\$65/\$85 copay	\$42/\$47 copay	\$42/\$47 copay	\$100 copay
Tier 4 - Non-Preferred Brand	33% coinsurance	\$100 copay	\$100 copay	33% coinsurance
Tier 5 - Specialty	N/A* ³	33% coinsurance	33% coinsurance	N/A* ³

*¹ Only available in Collin, Dallas, Denton, Parker and Tarrant Counties *² No PPO plans available *³ Drugs covered in Tier 4

Texas Market

Houston / Brazoria, Chambers, Fort Bend, Galveston, Hardin, Harris, Jefferson, Liberty, Montgomery, San Jacinto, Waller

	Aetna Medicare Prime Plan (HMO)*1	Aetna Medicare Premier Plan (HMO)	Aetna Medicare Choice Plan (PPO)	Aetna Medicare Value Plan (PPO)
Why You Should Sell This Plan	\$0 plan premium, \$0 PCP copay, HVN HMO with comprehensive coordinated care, \$0 copay on Tier 1 preferred generic, broad formulary and gap coverage with supplemental benefit allowances	\$0 plan premium, competitive copays, broad network and \$0 copay on Tier 1 preferred generic and supplemental benefit allowances	4 Star-rated PPO, low plan premium, no deductibles, competitive copays, broad network with national reciprocity, \$0 copay on Tier 1 preferred generic, supplemental benefit allowances	4 Star-rated PPO, competitive copays, broad network with national reciprocity, \$0 copay on Tier 1 preferred generic, supplemental benefit allowances and lower cost OON
Monthly Premium	\$0	\$0	\$19	\$92
PCP In-Network	\$0	\$10	\$15	\$15
Specialist In-Network	\$25	\$40	\$35	\$35
Inpatient Hospital In-Network	\$300 per stay	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$3,000 In-Network	\$6,700 In-Network	\$6,700 In-Network/\$10,000 Combined	\$6,700 In-Network/\$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay
Tier 2 - Generic	\$10/\$30 copay	\$10/\$20 copay	\$10/\$20 copay	\$10/\$47 copay
Tier 3 - Preferred Brand	\$65/\$85 copay	\$42/\$47 copay	\$42/\$47 copay	\$100 copay
Tier 4 - Non-Preferred Brand	33% coinsurance	\$100 copay	\$100 copay	33% coinsurance
Tier 5 - Specialty	N/A*2	33% coinsurance	33% coinsurance	N/A*2

*1 Available in only Fort Bend, Harris, Jefferson and Montgomery, Counties *2 Drugs covered in Tier 4

Texas Market

San Antonio / Atascosa, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson

	Aetna Medicare Prime Plan (HMO)*1	Aetna Medicare Premier Plan (HMO)	Aetna Medicare Choice Plan (PPO)	Aetna Medicare Value Plan (PPO)
Why You Should Sell This Plan	\$0 plan premium, \$0 PCP copay, HVN HMO with comprehensive coordinated care, \$0 copay on Tier 1 preferred generic, broad formulary and gap coverage with supplemental benefit allowances	\$0 plan premium, \$0 PCP copay, broad local network with national Aetna Travel Advantage benefit, \$0 copay on Tier 1 preferred generic, supplemental benefit allowances	4 Star-rated PPO, low plan premium, no deductibles, competitive copays, broad local network with national reciprocity, \$0 copay on Tier 1 preferred generic, supplemental benefit allowances	4 Star-rated PPO, competitive copays, broad local network with national reciprocity, \$0 copay on Tier 1 preferred generic, broad formulary, supplemental benefit allowances and lower cost OON
Monthly Premium	\$0	\$0	\$19	\$68
PCP In-Network	\$0	\$0	\$15	\$15
Specialist In-Network	\$25	\$30	\$35	\$35
Inpatient Hospital In-Network	\$125 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$3,000 In-Network	\$4,700 In-Network	\$6,700 In-Network/\$10,000 Combined	\$6,700 In-Network/\$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay	\$0/\$10 copay
Tier 2 - Generic	\$10/\$30 copay	\$10/\$20 copay	\$10/\$20 copay	\$10/\$47 copay
Tier 3 - Preferred Brand	\$65/\$85 copay	\$42/\$47 copay	\$42/\$47 copay	\$100 copay
Tier 4 - Non-Preferred Brand	33% coinsurance	\$100 copay	\$100 copay	33% coinsurance
Tier 5 - Specialty	N/A*2	33% coinsurance	33% coinsurance	N/A*2

*1 Available in only Bexar and Comal Counties *2 Drugs covered in Tier 4

Texas Market

Austin / Bastrop, Caldwell, Hays, Travis, Williamson - **ALL NEW AETNA COUNTIES**

	Aetna Medicare Premier Plan (HMO)	Aetna Medicare Choice Plan (PPO)
Why You Should Sell This Plan	Broad local network HMO with \$0 premium, \$0 primary care, \$0 Rx Tier 1 generic, competitive copays, supplemental benefit allowances and National Aetna Travel Advantage	Broad local network 4 Star PPO with low monthly premium, \$0 Rx Tier 1 generic, \$0 primary care, no deductibles, supplemental benefit allowances and national network reciprocity
Monthly Premium	\$0	\$19
PCP In-Network	\$0	\$0
Specialist In-Network	\$30	\$35
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$4,700 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	\$0/\$10 copay	\$0/\$10 copay
Tier 2 - Generic	\$10/\$20 copay	\$10/\$20 copay
Tier 3 - Preferred Brand	\$42/\$47 copay	\$42/\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay	\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance

Texas Market

Corpus Christi / Aransas, Kleberg, Nueces, San Patricio - **ALL NEW AETNA COUNTIES**

Aetna Medicare Choice Plan (PPO)	
Why You Should Sell This Plan	4 Star-rated PPO, low monthly premium, \$10 PCP copay, no deductibles, broad local network with national reciprocity, \$0 copay on Tier 1 preferred generic and supplemental benefit allowances
Monthly Premium	\$19
PCP In-Network	\$10
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$295 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$42/\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	33% coinsurance

Texas Market

El Paso / El Paso - **ALL NEW AETNA COUNTY**

Aetna Medicare Choice Plan (PPO)	
Why You Should Sell This Plan	4 Star-rated PPO, \$0 plan premium, \$10 PCP copay, no deductibles, broad local network with national reciprocity, \$0 copay on Tier 1 preferred generic and supplemental benefit allowances
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$125 per day, days 1-6; \$0 per day, days 7-90
Out-of-pocket Maximum	\$6,700 In-Network / \$10,000 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$10/\$20 copay
Tier 3 - Preferred Brand	\$42/\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	33% coinsurance

Texas Market

Non-commissionable plans - Please note the following plans are not available for agent commission payments but will be displayed on www.Medicare.gov and www.AetnaMedicare.com

	Aetna Medicare TX Connect Plus 1 (PPO) ^{*1}	Aetna Medicare TX Connect Plus 2 (PPO) ^{*2}
Monthly Premium	\$0	\$82
PCP In-Network	\$0 or \$15	\$0
Specialist In-Network	\$15 or \$35	\$15
Inpatient Hospital In-Network	\$260 per day, days 1-6	\$125 or \$150 per day, days 1-6
Out-of-pocket Maximum	\$6,700 In-Network / \$10,000 Combined	\$3,400 In-Network / \$5,100 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	\$42/\$47 copay	\$42/\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay	\$100 copay
Tier 5 - Specialty	33% coinsurance	33% coinsurance

^{*1} Available in: Austin, Bandera, Blanco, Bosque, Burnet, Cook, Gillespie, Gonzales, Gregg, Grimes, Harrison, Kerr, Lee, Limestone, Llano, Matagorda, Smith, Walker, Washington, Wharton, Wise

^{*2} Available in: Aransas, Atascosa, Bastrop, Bexar, Brazoria, Caldwell, Chambers, Collin, Comal, Dallas, Denton, Ellis, El Paso, Fort Bend, Galveston, Guadalupe, Hardin, Harris, Hays, Jefferson, Johnson, Kendall, Kleberg, Liberty, Medina, Montgomery, Nueces, Parker, Rockwall, San Jacinto, San Patricio, Travis, Waller, Williamson, Wilson