

# Banner | Aetna

Joint venture

## Our vision

A world where the complexity of the current health care experience disappears and is replaced by one that is simple and more effective, and helps members reach their health ambitions.

## Our value proposition

Easier, personalized health care at an affordable cost.



Patient-centered experience designed to support member’s health ambitions



Personalization through analytics and digital tools



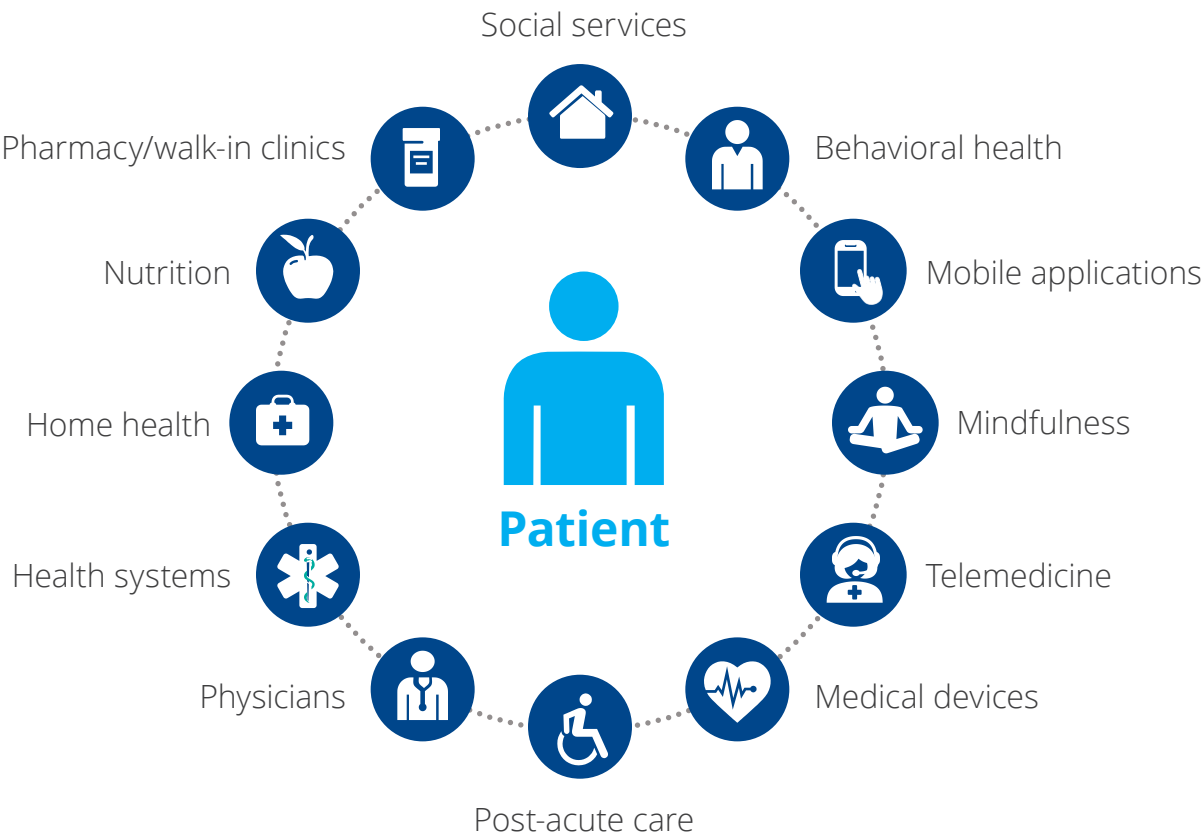
Connected care through local hospitals, local physician and local, nonclinical care network



Efficient processes; transparent and predictable costs

## Our core model

Creating a health ecosystem around the patient





Here are a few examples of how success is measured:



Meet Harold

Harold\* has diabetes. He wanted to learn about the disease, improve his blood sugar and see if he could be saving money on his medications. So he joined the Banner network’s diabetes program, through Aetna, and reduced his medical costs significantly. He also lost 60 pounds in the process, his diabetes is now controlled and he takes fewer medications.

Our pharmacist continues to keep Harold updated on the cost of his medications, so he’s always paying the smallest amount for what he needs. We even set him up with a diabetes educator to help maintain his health.

Harold is satisfied with the resources provided and is especially grateful for all the support.



Meet Renee

Renee\* has been out of work for months with a terminal illness. She managed to attend her company’s annual family festival even though she was unable to drive there herself. Despite her unfortunate situation, Renee sought out the VP of her employer and expressed one moving sentiment: relief.

She explained how having the Banner network available through Aetna provided her with a case manager who far exceeded her expectations. And without the Banner network’s help, Renee could not have paid the staggering costs of her medication and treatments.

In the face of her prognosis, Renee continues to prove that her beginnings are her own creation.

▼11.5%

overall reduction in medical costs vs. expected costs for the market.\*\*

▲\$9.9

million shared savings on Aetna Whole Health<sup>SM</sup> plan fully insured membership over 3 years.\*\*

▲15%

Aetna’s retention rate for policyholders with a Banner network option is 15% better than for policyholders without a Banner option.\*\*\*

▼5%

The average rate increase for policyholders with a Banner network option is approximately 5% less than the increase for policyholders without a Banner option.\*\*\*

To learn more, visit [banneraetna.com](http://banneraetna.com), or contact your sales rep today.

\*For illustrative purposes only; does not reflect events experienced by an actual participant.  
\*\*Medical cost-savings and quality performance measures based on Aetna Whole Health product and attribution data. January – September 2016.  
\*\*\*Aetna analysis, which includes fully insured Key, Select and Public and Labor for 2014 – 2016.

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