





Big savings for small businesses

Banner|Aetna plans



Reinventing health care in Arizona

When Banner Health Network and Aetna team up, small businesses can really save on their health care premiums. Our shared vision is to reinvent the system. We're talking about:

-  **The removal of** administrative hassles
-  **A convenient** member experience
-  **More ways** to access care and get answers
-  **Affordable,** high-quality health care

We plan to do all of this while continuously looking for ways to improve the way we deliver care, provide access and simplify the payment process.

*For illustrative purposes only. Based upon the assumption that the rates for Banner|Aetna plans are 15 percent less than comparable Aetna plans with a broad network in the market. Results will vary. Not an actual participant. The costs are based on all employees having single subscriber coverage. Aetna plans are plans that are underwritten and/or administered by Aetna Life Insurance Company or Aetna Health Inc.

See how Jake* saved \$40K+

Jake owns a coffee shop in the Phoenix metro area. He has 75 employees and pays 75 percent of their health care premiums. Look at how much he and his employees saved when they switched to a Banner|Aetna plan.

	Jake pays	Employee pays
Jake's previous plan	\$300 per employee, per month (PEPM)	\$100 a month
	\$270,000 a year	\$1,200 a year
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Banner Aetna plan	\$255 PEPM	\$85 a month
	\$229,500 a year	\$1,020 a year

Why Banner|Aetna?

Banner and Aetna have developed a proven track record. Together, we built an innovative, value-based care model that has saved nearly \$10 million, reduced unnecessary surgical admissions and improved generic drug prescribing rates.

We're working to make a tremendously complicated system easier and less expensive to use by building a new health care company that members feel good about. That's why we're going to focus on:



A world-class member experience



Cost savings and affordability



Better health outcomes

Clinically integrated, best-in-class providers

Being strategic brings you a network of¹:

- Over 4,000 primary care physicians
- More than 17,000 specialists
- Over 100 hospitals
- Access to more than 200 urgent care centers

Banner|Aetna plans will offer the Banner Health Network and broad network plans.

A proven track record

Over the last three years, Banner Health Network has delivered better care and lowered health care costs for its members.² And in 2015,³ we continued this trend with:

- Shared savings of \$9.9 million on Aetna Whole HealthSM fully insured membership
- An overall reduction in medical costs versus expected costs for the market by 11.5 percent
- Improved interventions for pediatric patients with recurring ear infections by 11 percent
- Improved routine monitoring of patients on cardiac-regulating medicine by 5 percent
- A 4 percent increase in generic prescribing
- A 24 percent decrease in avoidable surgical admissions per 1,000

Get more value with Banner|Aetna plans.
Ask your Banner|Aetna representative how to save with Banner|Aetna plans.

¹Source: Aetna network. Numbers are subject to change without notice as providers leave or join the network.

²Under plans underwritten and/or administered by Aetna Life Insurance Company or Aetna Health Inc.

³Medical cost savings and quality performance measures based on Aetna Whole Health product and/or attribution data. January 2015 – December 2015. Aetna Whole Health plans are underwritten and/or administered by Aetna Life Insurance Company or Aetna Health Inc.

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