

Banner|Aetna

Brought to you by the Arizona Technology Council

Big savings for your small business

A self-funded offering for groups that have at least 50 eligible employees or that can enroll at least 5 employees

- Share in the savings when groups run better than expected

Technology focused

- Apple Watch® — for as low as \$25 + tax
- Electronic enrollment and administration
- Connected online member portal and resources

Up to 22.5% savings when selecting our performance network featuring¹:

- Banner Health Network
- HonorHealth & Innovation Care Partners

Robust plan offering and specific analytics

- Employers can offer up to 4 of the 33 plans we provide on 2 networks
- Assistance with tax-related forms
- For emergency issues, direct access to Banner|Aetna Head of Sales

¹Actual results may vary. Comparison is to Aetna's broad network plans.

Savings may be less when compared to other value-based network plans.

²Forrester Research, Inc. Q1 2016.

Apple® and Apple Watch® are trademarks of Apple® Inc., registered in the U.S. and other countries.



84%

of Apple Watch users say their Apple Watch has had a positive impact on their health and fitness².

Why Banner|Aetna?

Clinically integrated, best-in-class providers

You receive access to a network of **1,650+** primary care doctors, **9,000+** specialists, **23** hospitals and **120+** urgent care centers.³

▼ **11.5%**

overall reduction in medical costs vs. expected costs for the market⁴

▲ **\$9.9**

million in shared savings on Aetna WholeHealthSM membership over 3 years⁴

▼ **5%**

reduction in rate increases over the past 2 years⁵

▼ **24%**

reduction of avoidable surgical admissions



How one employer saved over \$40K a year⁶

Jake owns a telecom start-up in the Phoenix metro area. He has 20 employees and pays 75 percent of their premiums. Here's how he and his employees saved when they switched to a Banner|Aetna plan:

	Jake pays ⁵	Employee pays ⁶
Jake's previous plan	\$300 per employee, per month (PEPM) \$72,000 a year	\$100 a month \$1,200 a year
Banner Aetna plan	\$258 (PEPM) \$61,920 a year	\$85 a month \$1,020 a year

³Source: Aetna network. Numbers are subject to change without notice as providers leave or join the network. Some providers practice solely within a facility setting and are not available to members for appointment.

⁴Medical cost-savings and quality performance measures based on fully insured Aetna Whole Health product and attribution data. January – September 2016.

⁵Analysis includes Aetna fully insured Key, Select and Public and Labor business segments.

⁶For illustrative purposes only — based upon the assumption that the rates for Banner|Aetna plans are 22.5 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.



Twice as good

Our value proposition

Easier, personalized health care at an affordable cost



Patient-centered experiences designed to support member's health goals



Personalization through analytics and digital tools



Connected care through local hospitals, local physicians, and our local non-clinical care network



Efficient processes; transparent and predictable costs

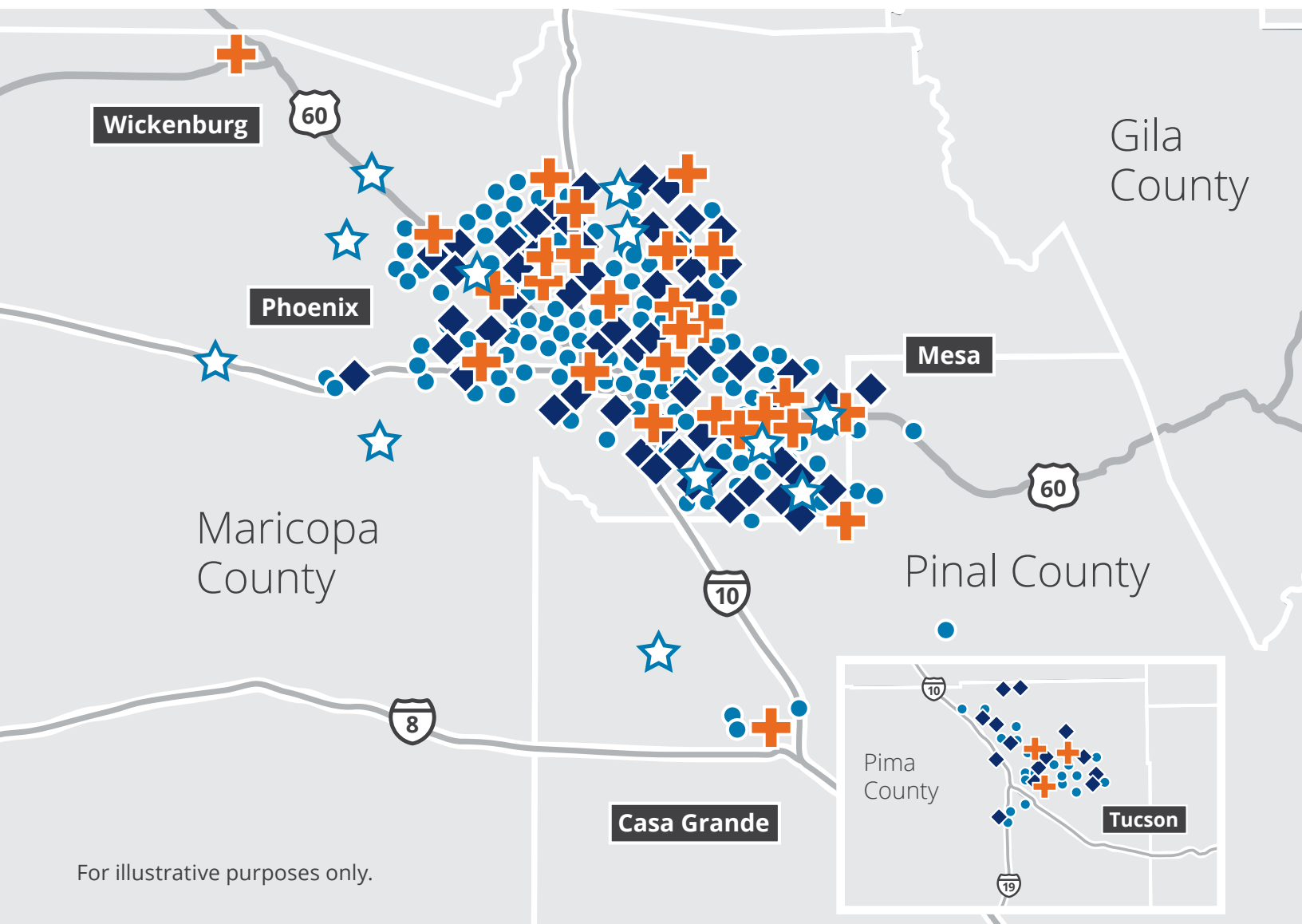
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Learn more at [**banner.aetna.com**](https://banner.aetna.com).



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Our performance network includes:

Primary care, specialists, hospitals, health & urgent care centers and emergency rooms



+ Hospitals ● Urgent Care Centers ◆ Walk-in Clinics ★ Banner Health Centers

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