

# Marketing Results

## Medical/Rx Cost Comparison

BCBSM provides the most cost-effective proposal compared to current offered through UHC

Base Plan	Enrollment	Current	Renewal	BCBSM	Priority Health PPO	Priority Health POS	Aetna
Single	36	\$391.67	\$462.17	\$396.27	\$429.41	\$410.30	\$442.60
Two Person	6	\$834.26	\$984.43	\$951.05	\$914.65	\$873.94	\$1,002.69
Family	4	\$1,229.84	\$1,451.21	\$1,188.81	\$1,348.35	\$1,288.34	\$1,536.78
<b>Plan Total</b>	<b>46</b>	<b>\$288,300</b>	<b>\$340,194</b>	<b>\$296,727</b>	<b>\$316,081</b>	<b>\$302,014</b>	<b>\$337,162</b>
\$ Difference from Current			\$51,894	\$8,427	\$27,780	\$13,713	\$48,862
\$ Difference from Current			18.0%	2.9%	9.6%	4.8%	16.9%

Priority Health provides the most competitive plan design compared to current offered through UHC Due to deductibles

Value Plan	Enrollment	Current	Renewal	BCBSM	Priority Health PPO	Priority Health POS	Aetna
Single	0	\$426.41	\$503.16	\$421.33	\$465.94	\$444.17	\$462.27
Two Person	1	\$908.25	\$1,071.73	\$1,011.19	\$992.45	\$946.09	\$1,047.26
Family	6	\$1,338.92	\$1,579.91	\$1,263.99	\$1,463.06	\$1,394.69	\$1,605.08
<b>Plan Total</b>	<b>7</b>	<b>\$107,301</b>	<b>\$126,614</b>	<b>\$103,142</b>	<b>\$117,250</b>	<b>\$111,771</b>	<b>\$128,133</b>
\$ Difference from Current			\$19,313	-\$4,160	\$9,948	\$4,470	\$20,832
\$ Difference from Current			18.0%	-3.9%	9.3%	4.2%	19.4%

Priority Health offers both a PPO and a POS. A POS is identical to a PPO in Southeast Michigan, other than requiring a PCP

Premier Plan	Enrollment	Current	Renewal	BCBSM	Priority Health PPO	Priority Health POS	Aetna
Single	3	\$454.74	\$536.59	\$506.86	\$498.92	\$472.37	\$486.86
Two Person	1	\$968.60	\$1,142.94	\$1,216.47	\$1,062.70	\$1,006.15	\$1,102.96
Family	4	\$1,427.88	\$1,684.89	\$1,520.59	\$1,566.61	\$1,483.24	\$1,690.45
<b>Plan Total</b>	<b>8</b>	<b>\$96,532</b>	<b>\$113,907</b>	<b>\$105,833</b>	<b>\$105,911</b>	<b>\$100,275</b>	<b>\$111,904</b>
\$ Difference from Current			\$17,375	\$9,301	\$9,379	\$3,743	\$15,372
\$ Difference from Current			18.0%	9.6%	9.7%	3.9%	15.9%

<b>Annual Total</b>	<b>61</b>	<b>\$492,134</b>	<b>\$580,716</b>	<b>\$505,702</b>	<b>\$539,241</b>	<b>\$514,059</b>	<b>\$577,199</b>
\$ Difference from Current		N/A	\$88,582	\$13,568	\$47,107	\$21,925	\$85,065
% Difference from Current		N/A	18.0%	2.8%	9.6%	4.5%	17.3%

1. Assumes new employees enroll in base plan as single coverage tier
2. Final premium rates subject to adjustment based on census data on effective date