



MMIT Payer Profile

Aetna Inc.

The health plan industry is notoriously complicated and nuanced. The market research required to deeply understand health plan enrollment, relationships and benefit trends often requires a team that is exquisitely focused on the payer space.

AIS Health, a Division of MMIT, will now offer Payer Profiles, which are in-depth analyses of health plan financials, relationships, trends and enrollment data across all U.S. geographies and lines of business. On average these, pieces are over 20 pages and content is categorized into the following areas:

- Executive Summary
- Company Overview (with key executives)
- Financial Status
- Healthcare Products (Offerings and Enrollment by Line of Business & Geography)
- Vendor Relationships
- Key Market Events
- Line of Business Overviews & Key Takeaways
- Pharmacy Management & Formulary Control Across All Plans

In this exclusive preview of Payer Profiles, we wanted to share a couple pages out of this new offering, which dives into Aetna's commercial market.

Learn how to access the full profile and those of other top 50 payers, top 20 PBMs and all 50 states [here](#).



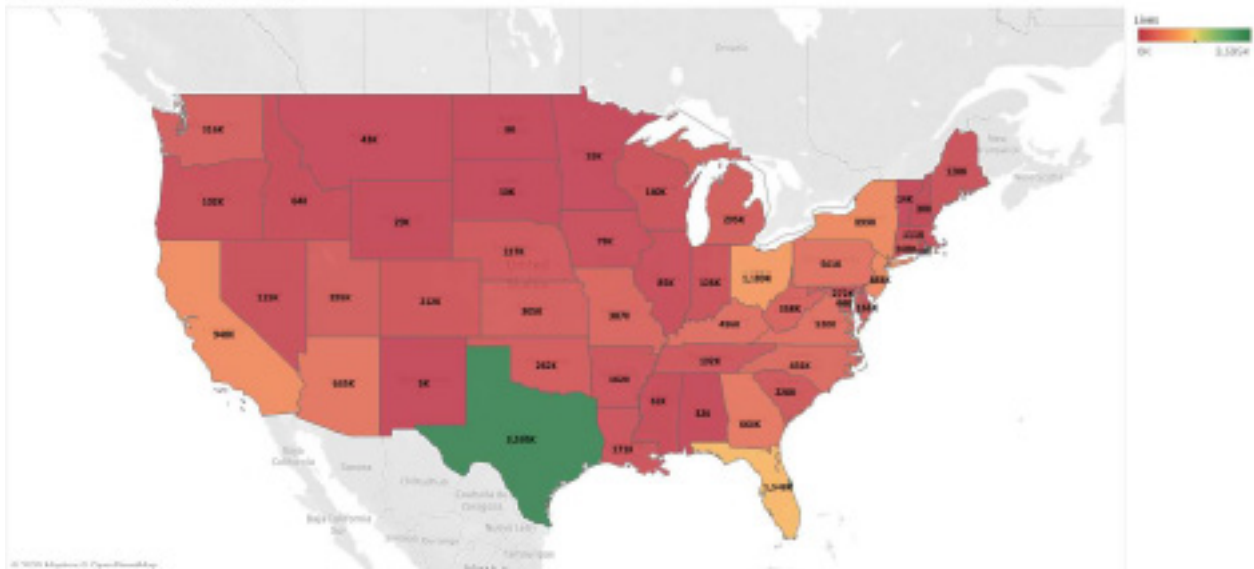


Commercial Market

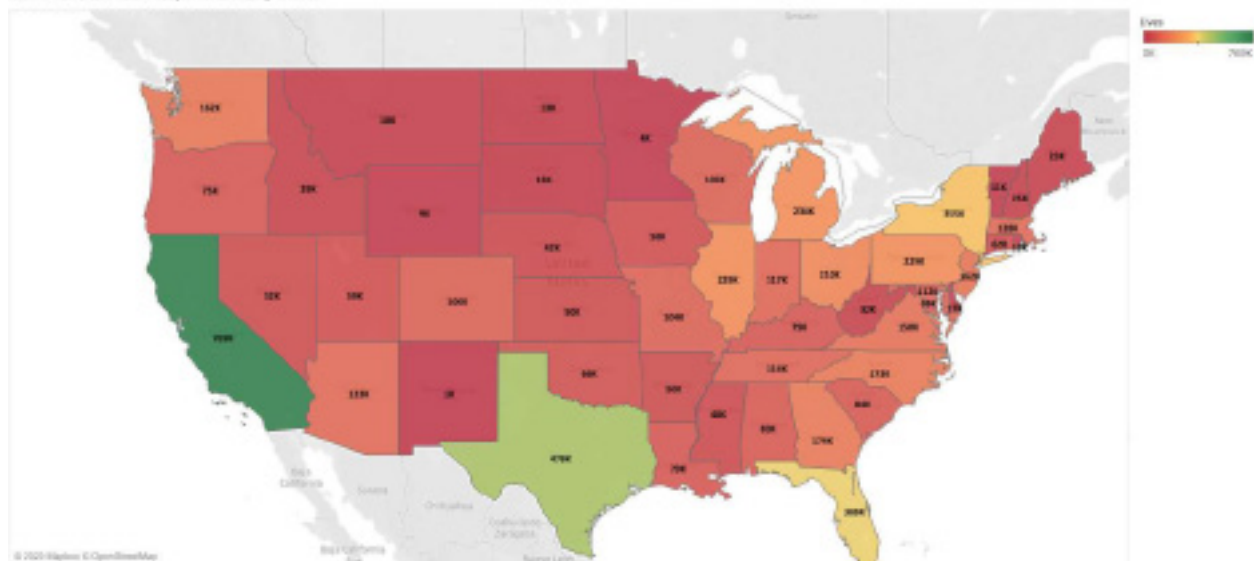
Summary

- CVS Health in 2019 said there's been a transition from risk-based plans to administrative services only (ASO), particularly among smaller plan sponsors, and started offering a self-insured product to meet that demand.
- Aetna also said that it expects to see its ASO and other national accounts business remain flat during the first part of the year. However, it does expect growth in those plans toward the latter half of 2020.

Commercial Heat Map: Medical Lives



Commercial Heat Map: Pharmacy Lives

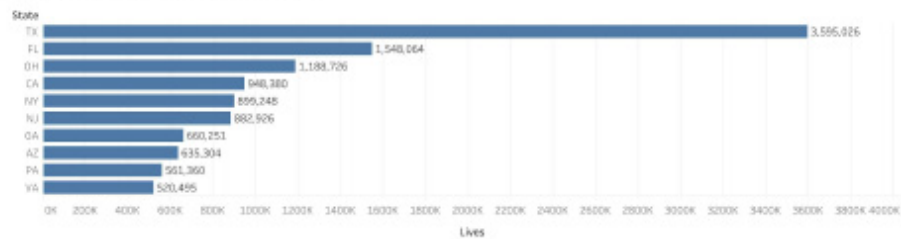




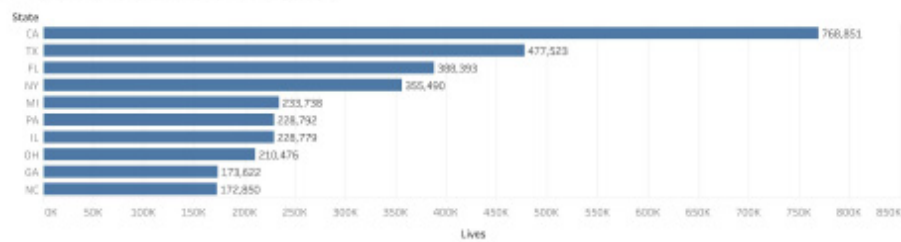
Key Takeaways

- Aetna, as part of CVS Health, is driving a lot of movement to CVS Pharmacy locations for care. This year Aetna is offering either low-cost or no copay Minute Clinic visits, and is also looking at other plan designs for first-dollar coverage.
- Through CVS, it's also added programs like RxZERO, which the company says has resonated with brokers and customers. In that program, rebates are passed back to plan sponsors and the sponsor can decide whether to apply the discount for their member or to drive down a monthly premium.
- Looking to later in 2020 and 2021, Aetna says it will advance behavior change programs like Aetna Advice or Aetna's Next Best Action. The company also says it will drive primary care for members to HealthHUBs and MinuteClinics.

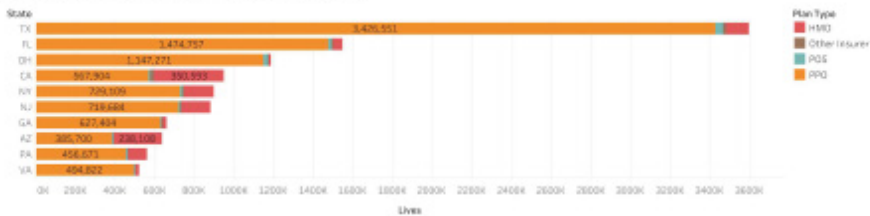
Top 10 Commercial Markets: Medical Lives



Top 10 Commercial Markets: Pharmacy Lives



Top Commercial Markets by Plan Type: Medical Lives



Top 10 Commercial Markets by Plan Type: Pharmacy Lives

