

We Listened – and We Delivered

BOOST YOUR SALES WITH OUR DEDUCTIBLE PLANS!

Our deductible plan designs for our Elect Open Access (EOA), ExcelCare EOA and Salud HMO y Más products deliver robust benefits at a competitive price point. **Begin quoting now!**

What you need to know:

Products	Portfolios	Cost Share
EOA, ExcelCare EOA, and Salud HMO y Más	Starting Line-Up & Enhanced Choice	7 standard plan designs 20/500/10% (\$3,500 / \$10,500) 25/750/20% (\$3,500 / \$10,500) 30/1000/20% (\$3,500 / \$10,500) 30/1500/30% (\$3,500 / \$10,500) 30/2000/30% (\$3,500 / \$10,500) 40/3000/40% (\$5,500 / \$11,000) 0/1000/20% (\$4,500 / \$9,000) 10/1500/30% (\$5,500 / \$11,000)



Affordable choices for your clients!

Our deductible plans offer pricing options that can meet the varied needs of your employer groups – which can translate into more sales for you. And remember the great added value for employees:

- All preventive care services are covered at \$0 copay.
- All plan designs include Babylon at \$0 copay, and MinuteClinic
- Members who complete their RealAge Test and share the results with their primary care physician will receive a \$50 wellness reward.

Note: The deductible is shared across all of the specified benefits and applies to the member’s annual out-of-pocket maximum. The deductible is waived for regular primary care physician (PCP) office visits.

To achieve cost reductions, these plans employ a calendar-year deductible that applies to facility-based services:

- Inpatient hospital facility admissions
- Outpatient facility services
- Outpatient surgical center services
- Emergency facility services
- Skilled nursing facility services
- Inpatient admissions for mental disorders/chemical dependency

For more information, contact your Large Group account executive or account manager.

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