

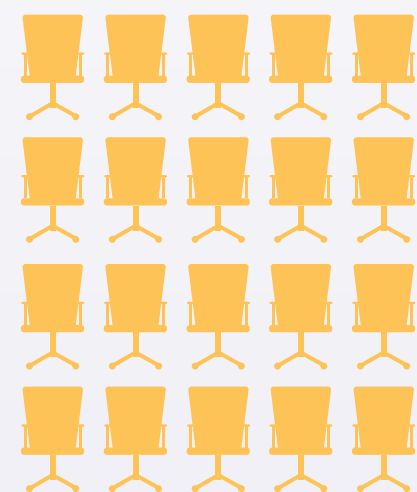
# BusinessEDGE® vs. Fully Insured Plan

Reduced Premium Tax (compared to PPO)	✓	○
Exempt from ACA Ratings Standards	✓	○
Exempt from Essential Health Benefits	✓	○
Savings of Annual Health Insurance Industry Fee	✓	○
Potential for Refund	✓	○
Predictable Fixed Monthly Payments	✓	✓
Protection from High Claims	✓	✓
Simple Integrated Solution	✓	✓
# of Enrolled Employees	10-150	1+



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## A Funding Alternative for Qualifying Groups (Employers with 10 - 150 total enrolled employees)



Health insurance costs are a significant expense for most organizations. For some companies, the Affordable Care Act (ACA) requirements and fees mean even higher costs. BusinessEDGE® plans, the Optima Health level-funded alternative for employers with 10 - 150 total enrolled employees, can provide a cost-effective alternative with stop-loss protection from big claims.



## 2019 Optima BusinessEDGE® Plans



### How does the BusinessEDGE® plan work?

1. Employer pays a fixed monthly payment per employee enrolled status that includes monthly estimated claims, stop-loss premium and administrative fee.



estimated CLAIMS    administrative FEES    stop-loss PREMIUM



2. Optima Health processes claims, issues ID cards, provides customer service, and sets up the health plan provider network.



3. Stop-loss insurance limits the risk for excessive medical claims.



4. At the end of the 12-month contract, and an additional 12-month run-out period, the claims fund is evaluated against actual paid claims. A refund may be provided.

Optima BusinessEDGE® level-funded group plans are administered but not underwritten by Sentara Health Plan. Stop-Loss Insurance product is offered by Optima Health Insurance Company.

### Is an Optima BusinessEDGE® plan right for my company?

If you are a business with 10 - 150 total enrolled employees and have a history of little to moderate claims, this may be a great long-term strategy for you. Optima BusinessEDGE® Plans can benefit employers by helping you reduce healthcare costs and put those gains back into your organization. Optima Health has streamlined the quoting and enrollment process for the broker, employer, and your employees. Our knowledgeable team has been serving employers in Virginia for decades.

### What should I ask my broker?

1. How much time does it take to get a quote or complete an Optima BusinessEDGE® plan?
2. What information do I need to provide to obtain a quote for an Optima BusinessEDGE® plan?
3. How does my cost compare between employer funded and Optima BusinessEDGE® plans?
4. What are the administrative responsibilities we would assume?
5. What happens at the end of each contract year?
6. How does the termination or renewal process work?
7. What assets are exposed to liability in the event of legal action against the plan?



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# What are the benefits?

**A simple integrated solution:** Optima Health offers an integrated solution – claims administration and provision of a stop-loss policy. This integrated solution helps make transactions faster, more efficient and more secure, and avoids the hassle of coordinating with multiple companies.

**Stop-loss protection:** If eligible medical claims paid by your level-funded plan are higher than the amount funded for claims, you are protected with stop-loss insurance. So if an individual or the entire group has high claims, you are covered.

**Cost savings with health reform exemptions:** Optima BusinessEDGE® plans are exempt from many of the ACA requirements, which means businesses can avoid many of the associated cost burdens. The key requirements these plans are spared from include: covering all essential health benefits, paying the annual Health Insurance Industry Fee, and falling under the rating standards.

**Elimination of most premium tax:** There is no premium tax on claim expenditures. Premium tax is applied only to the stop-loss premium, which is usually less than a fully insured PPO premium.

**Monthly cost reporting:** Optima Health will provide a monthly reporting of costs. It allows for more informed decision making when considering benefit changes, and provides clear direction for what to include in employee messages about health, wellness, and any upcoming health plan changes.

**Opportunity for future savings:** The ability to pay for actual claims incurred by the employee. If you invest in employee wellness programs and adopt consumer-driven health plans (like health plans compatible with health savings accounts), you may have a greater opportunity to save more by helping to improve employee health and reducing overall claims.

## NEW in BusinessEDGE® for 2019

- *The Out of Area (OOA) Dependent Program offers enrolled dependent children access to care outside of the Optima Health service area. They're able to receive covered services from PHCS/ Multiplan providers. Pre-Authorization still applies when necessary, and emergency services will continue to be covered as in-network.*
- *Preventive Vision Exam at 0% for one visit every 12-months.*
- *BusinessEDGE® Equity plans now have a pharmacy option that provides access to Preventive drugs before meeting the medical deductible.*

## Cost Savings

Optima BusinessEDGE® plans can be a cost-effective way for groups to fund employee health. They are exempt from many of the ACA requirements, which means businesses can avoid many of the associated cost burdens.<sup>[1]</sup> With BusinessEDGE® you pay only for what you use and when your claims are below your funded balance, you get your money back.

[1] - The key requirements these plans are spared from include: covering all essential health benefits, the annual Health Insurance Industry Fee, and falling under the new rating standards.

## Protection from High Claims

Optima BusinessEDGE® plans offer some additional control over expenses and risk. They are designed with fixed monthly payments and security in the form of stop-loss insurance if claims are higher than expected.

## Quality Service

Optima BusinessEDGE® plans provide qualified employers a viable alternative and a simplified solution to provide access to affordable health care – all with the same Optima Health quality service you've come to know and expect.

## Refund Options

Optima BusinessEDGE® plans give groups the option to manage excess funds in the estimated claims fund with adjusted monthly payments to meet your budget needs.

1. **100%** – At the end of the 12-month run-out period, the claims fund is evaluated against actual paid claims. 100% refund may be provided.
2. **66.7% (2/3)** – At the end of the 12-month run-out period, the claims fund is evaluated against actual paid claims. A 66.7% refund may be provided.
3. **50%** – At the end of the 12-month run-out period, the claims fund is evaluated against actual paid claims. A 50% refund may be provided.

# What is available with BusinessEDGE® plans?

## HMO Plans For Groups with 10-150 Employees

Plan Name	Optima Vantage 20/40	Optima Vantage 25/50	Optima Vantage 25/30%	Optima Vantage 500/20/20%	Optima Vantage 1000/25/30%	Optima Vantage 2000/25/30%	Optima Vantage 3000/30/0%	Optima Vantage 4000/30/0%
Deductible Ind/Family	None	None	None	\$500/\$1,500	\$1,000/\$2,000	\$2,000/\$4,500	\$3,000/\$6,000	\$4,000/\$8,000
Max Out-of-Pocket Ind/Family	\$2,500/\$5,000	\$3,000/\$6,000	\$3,000/\$6,000	\$3,500/\$7,000	\$3,500/\$7,000	\$3,500/\$7,000	\$5,500/\$11,000	\$6,500/\$13,000
PCP Office Visit	\$20	\$25	\$25	\$20	\$25	\$25	\$30	\$30
Virtual Consult	\$20	\$25	\$25	\$20	\$25	\$25	\$30	\$30
Specialist Visit	\$40	\$50	\$50	\$40	\$50	\$50	\$60	\$60
Outpatient Surgery	\$200	\$300	30%	20% AD	30% AD	30% AD	0% AD	0% AD
Outpatient Diagnostic	\$40	\$50	30%	20% AD	30% AD	30% AD	0% AD	0% AD
Maternity Care	\$450	\$500	\$500	\$450	\$500	\$500	0% AD	0% AD
Inpatient Care	\$200/day \$1,000 max	\$250/day \$1,250 max	30%	20% AD	30% AD	30% AD	0% AD	0% AD
Emergency Care	\$250	\$250	30%	20% AD	30% AD	30% AD	\$250	\$250
Urgent Care	\$40	\$50	\$50	\$40	\$50	\$50	\$75	\$75
Prescription Drug Coverage *(250 max)	T1: \$10 T2: \$30 T3: \$50/20%* T4: 20%*	<b>Rx p/p Deductible \$50</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$50</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$75</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$75</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$150</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$150</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$150</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*

## HMO and POS Plans For Groups with 10-150 Employees

Plan Name	Optima Vantage Equity 2700/30%	Optima Vantage Equity 3000/0%	Optima Vantage Equity 3000/10%	Optima Vantage Equity 4000/20%	Optima Vantage Equity 5000/0%	Optima Vantage Design 2500/10%	Optima Vantage Design 3000/20%	Optima POS 1000/25/20%	Optima POS Equity 2700/10%	
Deductible Ind/Family	\$2,700/\$5,400	\$3,000/\$6,000	\$3,000/\$6,000	\$4,000/\$8,000	\$5,000/\$10,000	\$2,500/\$5,000	\$3,000/\$6,000	\$1,000/\$2,000	\$2,700/\$5,400	
Max Out-of-Pocket Ind/Family	\$5,500/\$11,000	\$4,000/\$8,000	\$4,500/\$9,000	\$5,950/\$11,900	\$6,550/\$13,100	\$4,000/\$8,000	\$5,000/\$10,000	\$3,750/\$7,000	\$5,500/\$11,000	
PCP Office Visit	30% AD	0% AD	10% AD	20% AD	\$30 AD	10% AD	20% AD	\$25	10% AD	
Virtual Consult	30% AD	0% AD	10% AD	20% AD	\$30 AD	10% AD	20% AD	\$25	10% AD	
Specialist Visit	30% AD	0% AD	10% AD	20% AD	\$60 AD	10% AD	20% AD	\$40	10% AD	
Outpatient Surgery	30% AD	0% AD	10% AD	20% AD	0% AD	10% AD	20% AD	20% AD	10% AD	
Outpatient Diagnostic	30% AD	0% AD	10% AD	20% AD	0% AD	10% AD	20% AD	20% AD	10% AD	
Maternity Care	30% AD	0% AD	10% AD	20% AD	0% AD	10% AD	20% AD	20% AD	10% AD	
Inpatient Care	30% AD	0% AD	10% AD	20% AD	0% AD	10% AD	20% AD	20% AD	10% AD	
Emergency Care	30% AD	10% AD	10% AD	20% AD	20% AD	10% AD	20% AD	20% AD	10% AD	
Urgent Care	30% AD	0% AD	10% AD	20% AD	20% AD	10% AD	20% AD	\$40	10% AD	
Prescription Drug Coverage *(250 max)	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	T1: \$10 T2: \$40 T3: \$60 or 20%* T4: 20%*	T1: \$10 T2: \$40 T3: \$60 or 20%* T4: 20%*	<b>Rx p/p Deductible \$100</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*

## PPO Plans For Groups with 10-150 Employees

Plan Name	Optima Plus 500/25/20%	Optima Plus 1500/25/20%	Optima Plus 1750/30/30%	Optima Plus Equity 3000/0%	Optima Plus Equity 3000/10%	Optima Plus Equity 4000/20%	Optima Plus Design 2500/10%
Deductible Ind/Family	\$500/\$1,000	\$1,500/\$3,000	\$1,750/\$3,500	\$3,000/\$6,000	\$3,000/\$6,000	\$4,000/\$8,000	\$2,500/\$5,000
Max Out-of-Pocket Ind/Family	\$3,000/\$6,000	\$4,500/\$9,000	\$5,500/\$10,000	\$4,000/\$8,000	\$4,500/\$9,000	\$5,950/\$11,900	\$4,000/\$8,000
PCP Office Visit	\$25	\$25	\$30	0% AD	10% AD	20% AD	10% AD
Virtual Consult	\$25	\$25	\$30	0% AD	10% AD	20% AD	10% AD
Specialist Visit	\$40	\$40	\$30	0% AD	10% AD	20% AD	10% AD
Outpatient Surgery	20% AD	20% AD	30% AD	0% AD	10% AD	20% AD	10% AD
Outpatient Diagnostic	20% AD	20% AD	30% AD	10% AD	10% AD	20% AD	10% AD
Maternity Care	20% AD	20% AD	30% AD	0% AD	10% AD	20% AD	10% AD
Inpatient Care	20% AD	20% AD	30% AD	0% AD	10% AD	20% AD	10% AD
Emergency Care	20% AD	20% AD	30% AD	10% AD	10% AD	20% AD	10% AD
Urgent Care	\$40	\$40	\$30	0% AD	10% AD	20% AD	10% AD
Prescription Drug Coverage *(250 max)	<b>Rx p/p Deductible \$75</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$150</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>Rx p/p Deductible \$75</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	<b>After Medical Deductible</b> T1: \$10 AD T2: \$40 AD T3: \$60 AD or 20% AD* T4: 20% AD*	T1: \$10 T2: \$40 T3: \$60 or 20%* T4: 20%*

AD = After Deductible. P/P = Per Person \*\*This chart only summarizes standard covered expenses. Exclusions and Limitations apply. Additional benefits may be available. Please see plan-specific summary for more information. All values indicated reflect in-network coverage. Coinsurance amounts represent the percentage the member pays. Optima BusinessEDGE level-funded plans are administered but not underwritten by Sentara Health Plan, Inc. Stop-Loss insurance product is offered by Optima Health Insurance Company.

Additional benefits may be available. Please see specific plan summary for more information.