

# 2019 Optima **BusinessEDGE elite™** Plans



Cost Savings



Quality Service



Protection From  
High Claims

*Now for 18 months!*



Optima   
Health

[www.OptimaHealth.com/business](http://www.OptimaHealth.com/business)

# BusinessEDGE elite™ 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 Employees	10-50	1+

## How does the BusinessEDGE elite™ plan work?



1. Employer pays a fixed monthly payment per enrolled employee that includes monthly estimated claims, stop-loss premium and administrative fees. The rate is locked-in for 18 months.



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



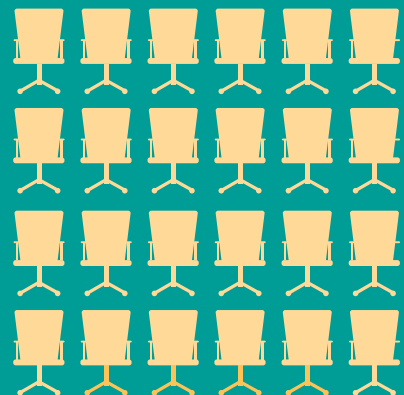
3. Stop-loss insurance limits the risk for excessive medical claims.



4. At the end of the 12-month contract, there is a 12-month run-out period, where the claims fund is evaluated against actual paid claims. A refund may be provided. At the end of the 6 month contract, there is another 12 month run-out period, where the claims fund is evaluated against actual paid claims. A second refund may be provided.

### A Funding Alternative for Qualifying Groups

Small Groups with 10-50 employees, and a minimum of 10 enrolled.



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 elite™ plans, the Optima Health level-funded alternative for employers with 10-50 employees, can provide a cost-effective alternative with stop-loss protection from big claims.

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

# What Are The Benefits?



- All the great benefits of a BusinessEDGE plan, now for 18-months, with BusinessEDGE elite™.
- The same deductible and max out-of-pocket amounts as our 12-month plans. That means if the deductible is met at month 11, the member still has 7 months of deductible-free healthcare coverage!
- For Small Groups with 10-50 total employees, and a minimum of 10 employees enrolled.
- Locked-in rate for 18 months.

**A simple integrated solution:** Optima Health offers an integrated solution – claims administration and provision of a stop-loss policy.

**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 elite™ 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.

## INCLUDING HSA PLANS!

**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  
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 elite™ Equity plans have a pharmacy option that provides access to preventive drugs before meeting the medical deductible.





## Cost Savings

Optima BusinessEDGE elite™ plans can be a cost-effective way for groups to fund employee health for an 18-month period. They are exempt from many of the ACA requirements, which means businesses can avoid many of the associated cost burdens. With BusinessEDGE elite™ you pay only for what you use and when your claims are below your funded balance, you get your money back.



## Quality Service

Optima BusinessEDGE elite™ 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.



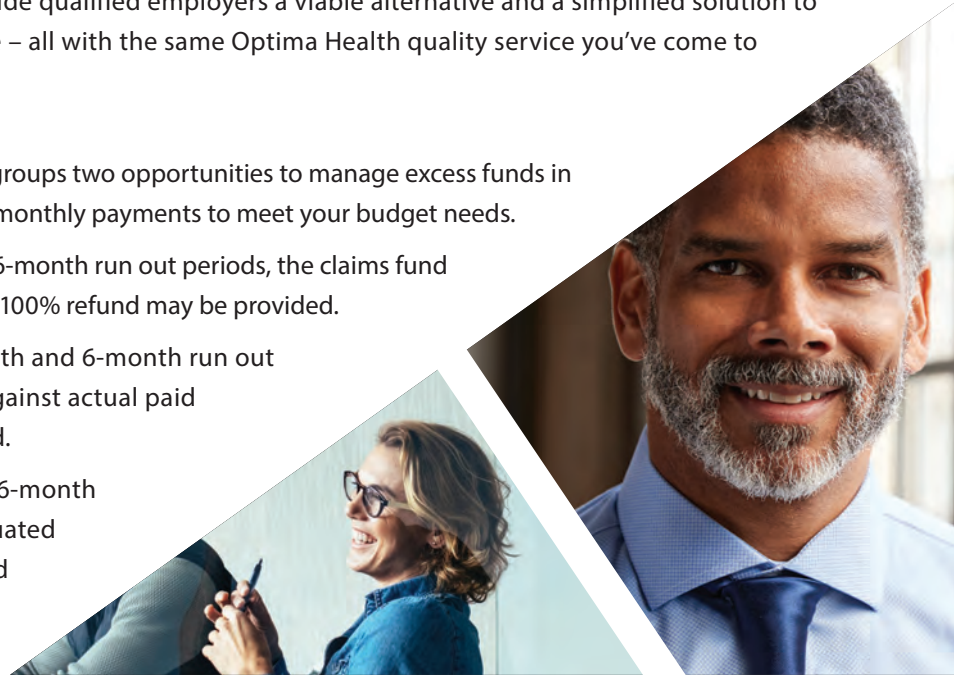
## Refund Options

Optima BusinessEDGE elite™ plans give groups two opportunities to manage excess funds in the estimated claims fund with adjusted monthly payments to meet your budget needs.

**100%** – At the end of the 12-month and 6-month run out periods, the claims fund is evaluated against actual paid claims. A 100% refund may be provided.

**66.7% (2/3)** – At the end of the 12-month and 6-month run out periods, the claims fund is evaluated against actual paid claims. A 66.7% refund may be provided.

**50%** – At the end of the 12-month and 6-month run out periods, the claims fund is evaluated against actual paid claims. A 50% refund may be provided.



## HMO Plans For Groups with 10-50 Employees

Plan Name	Optima Vantage 20/40 elite	Optima Vantage 25/50 elite	Optima Vantage 25/30% elite	Optima Vantage 500/20/20% elite	Optima Vantage 1000/25/30% elite	Optima Vantage 2000/25/30% elite	Optima Vantage 3000/30/0% elite
Deductible Ind/Family	None	None	None	\$500/\$1,500	\$1,000/\$2,000	\$2,000/\$4,500	\$3,000/\$6,000
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
PCP Office Visit	\$20	\$25	\$25	\$20	\$25	\$25	\$30
Virtual Consult	\$20	\$25	\$25	\$20	\$25	\$25	\$30
Specialist Visit	\$40	\$50	\$50	\$40	\$50	\$50	\$60
Outpatient Surgery	\$200	\$300	30%	20% AD	30% AD	30% AD	0% AD
Outpatient Diagnostic	\$40	\$50	30%	20% AD	30% AD	30% AD	0% AD
Maternity Care	\$450	\$500	\$500	\$450	\$500	\$500	0% AD
Inpatient Care	\$200/day \$1,000 max	\$250/day \$1,250 max	30%	20% AD	30% AD	30% AD	0% AD
Emergency Care	\$250	\$250	30%	20% AD	30% AD	30% AD	\$250
Urgent Care	\$40	\$50	\$50	\$40	\$50	\$50	\$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*

## HMO and POS Plans For Groups with 10-50 Employees

Plan Name	Optima Vantage 4000/30/0% elite	Optima Vantage Equity 3000/10% elite	Optima Vantage Equity 4000/20% elite	Optima Vantage Equity 5000/0% elite	Optima POS 1000/25/20% elite	Optima POS Equity 2700/10% elite
Deductible Ind/Family	\$4,000/\$8,000	\$3,000/\$6,000	\$4,000/\$8,000	\$5,000/\$10,000	\$1,000/\$2,000	\$2,700/\$5,400
Max Out-of-Pocket Ind/Family	\$6,500/\$13,000	\$4,500/\$9,000	\$5,950/\$11,900	\$6,550/\$13,100	\$3,750/\$7,000	\$5,500/\$11,000
PCP Office Visit	\$30	10% AD	20% AD	\$30 AD	\$25	10% AD
Virtual Consult	\$30	10% AD	20% AD	\$30 AD	\$25	10% AD
Specialist Visit	\$60	10% AD	20% AD	\$60 AD	\$40	10% AD
Outpatient Surgery	0% AD	10% AD	20% AD	0% AD	20% AD	10% AD
Outpatient Diagnostic	0% AD	10% AD	20% AD	0% AD	20% AD	10% AD
Maternity Care	0% AD	10% AD	20% AD	0% AD	20% AD	10% AD
Inpatient Care	0% AD	10% AD	20% AD	0% AD	20% AD	10% AD
Emergency Care	\$250	10% AD	20% AD	20% AD	20% AD	10% AD
Urgent Care	\$75	10% AD	20% AD	20% AD	\$40	10% AD
Prescription Drug Coverage *(\$250 max)	<b>Rx p/p Deductible \$150</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>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 10-50 Employees

Plan Name	Optima Plus 500/25/20% elite	Optima Plus 1500/25/20% elite	Optima Plus 1750/30/30% elite	Optima Plus Equity 3000/10% elite	Plus Equity 4000/20% elite
Deductible Ind/Family	\$500/\$1,000	\$1,500/\$3,000	\$1,750/\$3,500	\$3,000/\$6,000	\$4,000/\$8,000
Max Out-of-Pocket Ind/Family	\$3,000/\$6,000	\$4,500/\$9,000	\$5,500/\$10,000	\$4,500/\$9,000	\$5,950/\$11,900
PCP Office Visit	\$25	\$25	\$30	10% AD	20% AD
Virtual Consult	\$25	\$25	\$30	10% AD	20% AD
Specialist Visit	\$40	\$40	\$30	10% AD	20% AD
Outpatient Surgery	20% AD	20% AD	30% AD	10% AD	20% AD
Outpatient Diagnostic	20% AD	20% AD	30% AD	10% AD	20% AD
Maternity Care	20% AD	20% AD	30% AD	10% AD	20% AD
Inpatient Care	20% AD	20% AD	30% AD	10% AD	20% AD
Emergency Care	20% AD	20% AD	30% AD	10% AD	20% AD
Urgent Care	\$40	\$40	\$30	10% AD	20% 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*

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 Business **EDGE elite™** 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.



## Is an Optima BusinessEDGE elite™ plan right for my company?

If you are a business with 10-50 employees and have a history of little to moderate claims, this may be a great long-term strategy for you. Optima BusinessEDGE elite™ 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 elite™ plan?
2. What information do I need to provide to obtain a quote for an Optima BusinessEDGE elite™ plan?
3. How does my cost compare between employer funded and Optima BusinessEDGE elite™ 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?

Call your broker today or visit [optimahealth.com/business](https://optimahealth.com/business) to request a free quote.

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