



**SilverScript®**

# **SilverScript 2017 Plan Year Kick Off**

**Stephens-Matthews Marketing  
As of August 5, 2016**



# Agenda

## Today's Topics

**General Overview**

**SilverScript 2017 Prescription Drug Plan Information**

**Other Good-to-Know Information**

# SilverScript 2017

## General Overview



# CVS Health is a Medicare Market Leader

## CVS HEALTH

- #7 on Fortune 500 list
- 2015 revenues reached \$153.3 billion
- 9,600+ CVS Pharmacy stores
- 1.9 billion prescriptions filled each year by CVS Health

## SILVERSCRIPT<sup>®</sup> INSURANCE COMPANY

- Largest Medicare Part D Plan Sponsor
- ~100 Employer Group Waiver clients
- Active participant in industry workgroups and speaker at CMS conferences

## CVS CAREMARK PART D SERVICES

- Offers products and services to employer groups and health plans
- Supports nearly 12 million members from 44 MAPD and PDP sponsors

Sources: Fortune Magazine, CVSHealth.com, and Medicare Advantage, Cost, PACE, Demo, and Prescription Drug Plan Contract Report - Monthly Summary Report (Enrollments as of May 13, 2016)

# SilverScript Specializes in Medicare Part D

- Chosen to help launch the Medicare Part D program in 2006
- Part D is the only coverage SilverScript offers
- Our name may not be familiar to people until they become eligible for Medicare since we do not offer under-65 products
- As people learn more about SilverScript plans, they will understand why millions of people, from all walks of life, count on SilverScript everyday for peace of mind



# SilverScript Choice PDP Dominates the Medicare Part D Landscape

Rank	Parent Organization	Market Share	2016 Total Enrollment	Percent Change	Basic Enrollment	Enhanced Enrollment	Group Enrollment
1	CVS Health	22.4%	5,506,819	+15.3%	4,055,002	224,727	1,227,090
2	UnitedHealth	21.0%	5,171,501	-7.1%	1,617,242	3,176,668	377,591
3	Humana	19.3%	4,755,442	+7.3%	1,808,687	2,938,590	8,165
4	Express Scripts	11.0%	2,701,730	-2.5%	467,620	58,478	2,175,632
5	Aetna	8.1%	1,989,669	+35.2%	1,050,644	855,555	83,470
6	CIGNA	4.2%	1,035,248	-30.3%	691,830	284,506	58,912
7	WellCare	4.1%	1,017,967	-2.1%	937,023	80,944	0
8	Rite Aid	1.6%	386,876	-8.1%	320,119	46,040	20,717
9	Health Care Service Corp	1.4%	343,897	-4.1%	85,748	250,242	7,907
10	Anthem	1.3%	315,804	-5.0%	106,138	182,346	27,320
	Next 15	5.0%	1,242,524	-3.3%	557,923	229,798	454,803
	Top 25 Total	99.3%	24,467,477	+2.2%	11,697,976	8,327,894	4,441,607

Source: CMS July 1, 2016, payment file (reflects enrollments accepted through June 10, 2016)

# SilverScript Brand Promise

- For Medicare Part D beneficiaries, we offer confidence over confusion, and comfort that comes with consistency. With SilverScript, every prescription is more than just a transaction; each fill is a commitment to use our expertise to focus on delivering Part D coverage that helps keep members on their path to better health
- We've been here since Medicare Part D began in 2006, and we focus 100 percent on delivering prescription drug coverage that works well in every way, every day. We go the extra mile to educate, explain and understand in order to provide Part D beneficiaries with trust and peace of mind that they have chosen the right plan that cares for them

# SilverScript Star Rating

- New star ratings are published on Medicare Plan Finder usually the second week of October
- For 2016, SilverScript received an overall four star rating from Medicare
- The current star ratings will be included in all marketing materials until the mid-October release of updated scores
- Pre-enrollment materials, SilverScript.com, and Medicare.gov will be updated in mid-October



2016



# Medicare Plans Change Every Year

## CMS

- **Standard benefit design changes: Deductible, initial coverage limit, gap**
- **CMS subsidy changes: Lower subsidy means higher member premiums**

## COMPETITION

- **Anticipating competitor strategies and tactics**
- **Plan consolidation**

## PLAN SPONSOR DECISIONS

- **Profitability and member mix objectives**
- **Formulary and pharmacy network changes**

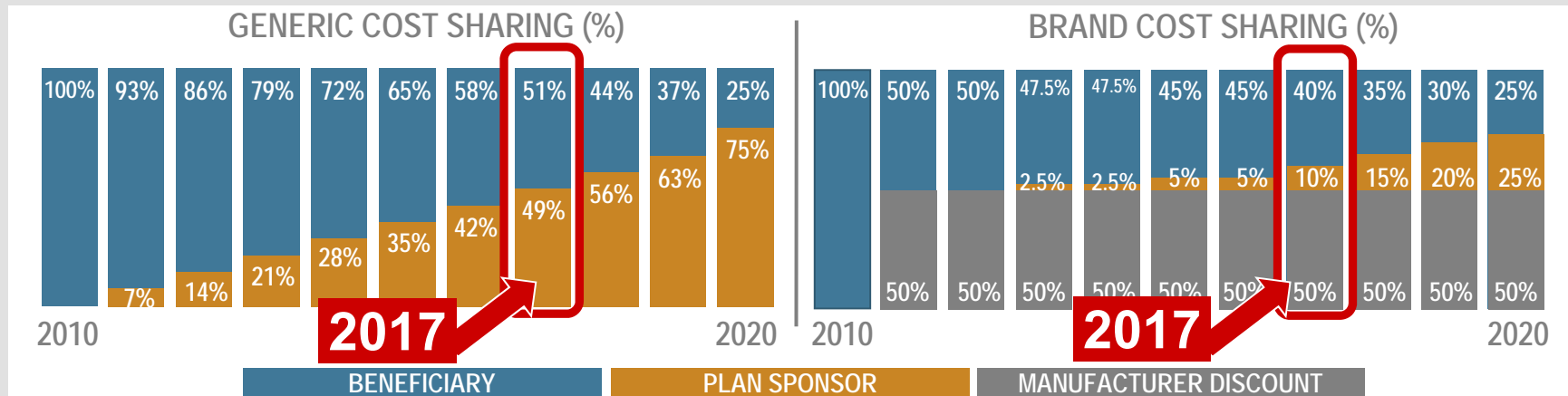


## Medicare Part D Benefit Parameters for Defined Standard Benefit

Standard Benefit	2016	2017
Deductible	\$360	\$400
Initial coverage limit	\$3,310	\$3,700
Out-of-pocket (OOP) threshold	\$4,850	\$4,950
Total covered Medicare Part D drug spend at OOP threshold for non-applicable beneficiaries	\$7,062.50	\$7,425.00
Full subsidy, full benefit dual eligible individuals: Over 100% of federal poverty level - category 1)		
Generic/preferred multi-source drug	\$2.95	\$3.30
Other	\$7.40	\$8.25

Source: Advance Notice of Methodological Changes for Calendar Year (CY) 2017 for Medicare Advantage (MA) Capitation Rates, Part C and Part D Payment Policies and 2017 Call Letter

# 2017 Cost Sharing in the Coverage Gap

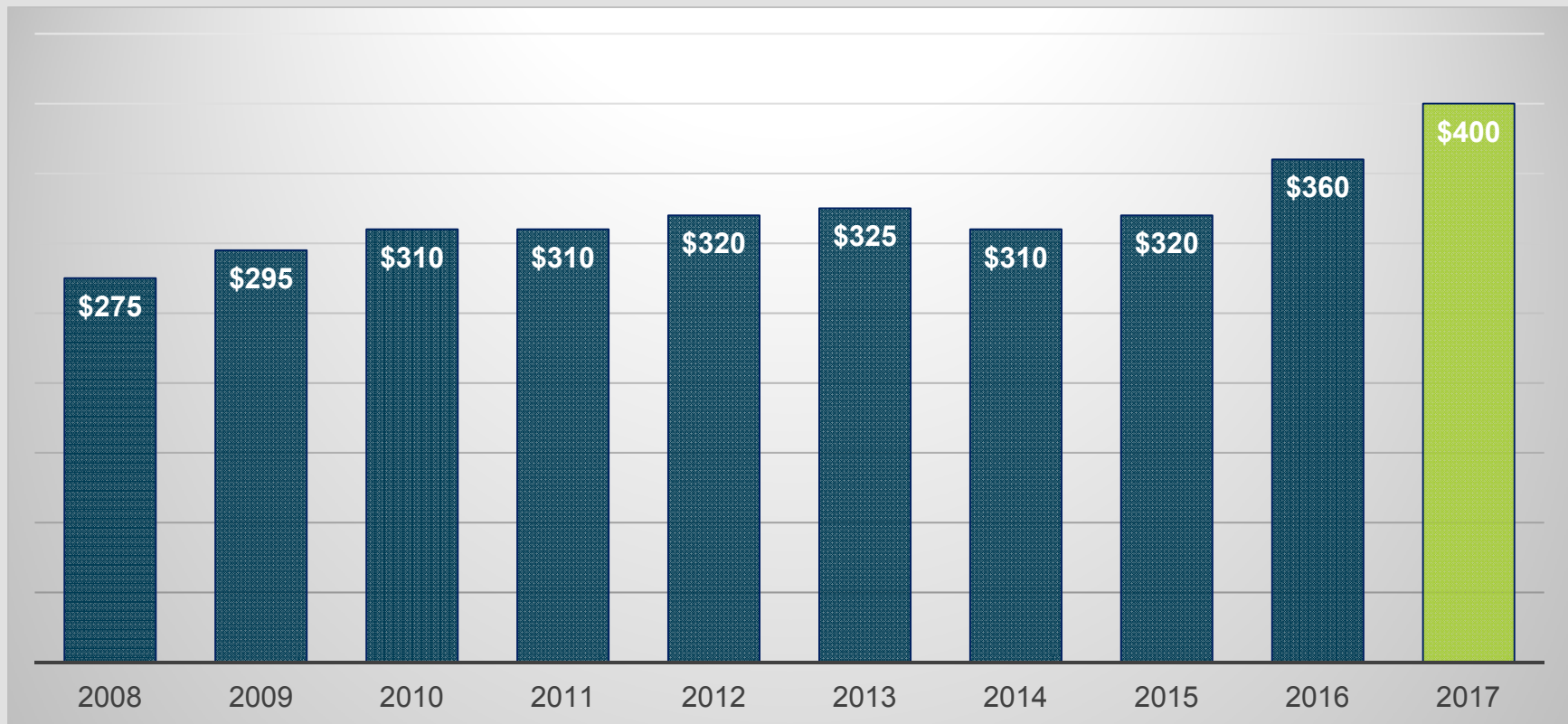


## ON THE PATH TO A 25% COST SHARE

- Generic cost share will drop to 51% in 2017
- Brand cost share will drop to 40% in 2017
- Member's cost share for brands is immediately reduced by a manufacturer discount and plans contribute towards the cost of brands

Source: Advance Notice of Methodological Changes for Calendar Year (CY) 2017 for Medicare Advantage (MA) Capitation Rates, Part C and Part D Payment Policies and 2017 Call Letter

# The Medicare Part D Defined Standard Benefit Deductible Continues to Fluctuate



**Both SilverScript PDPs continue to offer \$0 deductible on ALL tiers\***

\* \$400 deductible in Alaska and Hawaii

# SilverScript 2017

## Prescription Drug Plan Information



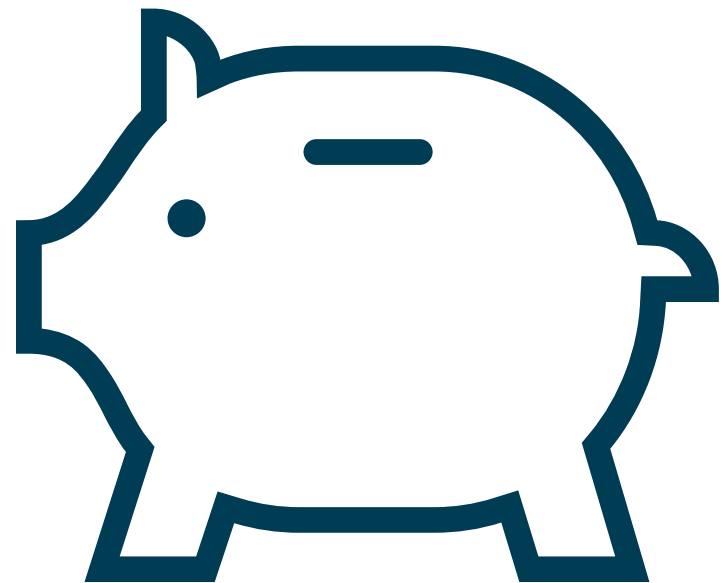
# SilverScript Choice PDP is the market leader...

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Source: CMS July 1, 2016, payment file (reflects enrollments accepted through June 10, 2016)

# SilverScript PDPs

**\$0 Deductibles on ALL Tiers\***



**\*48 Contiguous states**

# 2017 SilverScript Choice PDP

- Similar to 2016 plan design
- \$0 deductible applies to ALL five tiers
- Premiums below benchmark in 30 out of 34 regions
- Plan designs vary by region
- Mail service pharmacy pilot: Still in OH and now in AL, MO and TN
- Alaska and Hawaii: Actuarial equivalent plans: \$400 deductible

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016



# 2017 SilverScript **Choice** PDP Design

## All States: Except Alaska and Hawaii

Stage	SilverScript Choice	
Annual deductible	\$0 applies to ALL tiers	
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan (except in AK and HI), meaning members' initial coverage stage begins the day the plan takes effect	
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy
	30-day	90-day
Tier 1	As low as \$3	As low as \$0, \$7.50 in most regions
Tier 2	As low as \$12	As low as \$30
Tier 3	As low as \$42	As low as \$105
Tier 4	As low as 44%	As low as 44%
Tier 5	33%	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost	
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic Drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All Other Drugs: Members pay the greater of 5% coinsurance of \$8.25 copay	

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
 Premiums, copays, and coinsurance vary by region to comply with CMS equivalence rules.  
 Alaska Choice Plan has a \$400 deductible and copays/coinsurance of \$1/\$4/15%/35%/25% (Tiers 1-5).  
 Hawaii Choice Plan has a \$400 deductible and copays/coinsurance of \$1/\$4/17%/36%/25% (Tiers 1-5).

# 2017 SilverScript Choice Premiums Regions 1 Through 12

Region	States	2017 SilverScript Choice	2017 Choice vs. 2017 Benchmark
1	ME, NH	\$32.10 ▼	below by \$0.89
2	CT, MA, RI, VT	\$32.30 ▼	below by \$2.53
3	NY	\$30.80 ▼	below by \$10.19
4	NJ	\$39.50 ▼	below by \$1.31
5	DE, DC, MD	\$33.90	above by \$0.68
6	PA, WV	\$28.50 ▼	below by \$10.95
7	VA	\$30.80 ▼	below by \$1.72
8	NC	\$29.30 ▼	below by \$2.07
9	SC	\$25.20 ▼	below by \$0.83
10	GA	\$22.80 ▼	below by \$3.63
11	FL	\$28.90 ▼	below by \$0.23
12	AL, TN	\$28.90 ▼	below by \$2.86

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
 ▼ - indicates that this plan is Below Benchmark

# 2017 SilverScript Choice Premiums Regions 13 Through 24

Region	States	2017 SilverScript Choice	2017 Choice vs. 2017 Benchmark
13	MI	\$33.50 ▼	below by \$0.67
14	OH	\$27.40 ▼	below by \$4.90
15	IN, KY	\$26.60 ▼	below by \$5.46
16	WI	\$36.70 ▼	below by \$3.39
17	IL	\$28.40 ▼	below by \$0.28
18	MO	\$26.10 ▼	below by \$3.97
19	AR	\$15.70 ▼	below by \$6.88
20	MS	\$25.00 ▼	below by \$1.53
21	LA	\$24.20 ▼	below by \$8.60
22	TX	\$27.50	above by \$0.16
23	OK	\$28.10 ▼	below by \$2.73
24	KS	\$27.20 ▼	below by \$3.07

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
 ▼ - indicates that this plan is Below Benchmark

# 2017 SilverScript Choice Premiums Regions 25 Through 34

Region	States	2017 SilverScript Choice	2017 Choice vs. 2017 Benchmark
25	IA, MN, MT, ND, NE, SD, WY	\$31.30 ▼	below by \$2.72
26	NM	\$19.50 ▼	below by \$3.34
27	CO	\$32.00 ▼	below by \$0.04
28	AZ	\$29.70 ▼	below by \$5.41
29	NV	\$39.40	above by \$12.31
30	OR, WA	\$32.30 ▼	below by \$2.53
31	ID, UT	\$33.80 ▼	below by \$5.86
32	CA	\$29.90 ▼	below by \$6.38
33	HI	\$23.90 ▼	below by \$2.62
34	AK	\$54.40	above by \$20.34

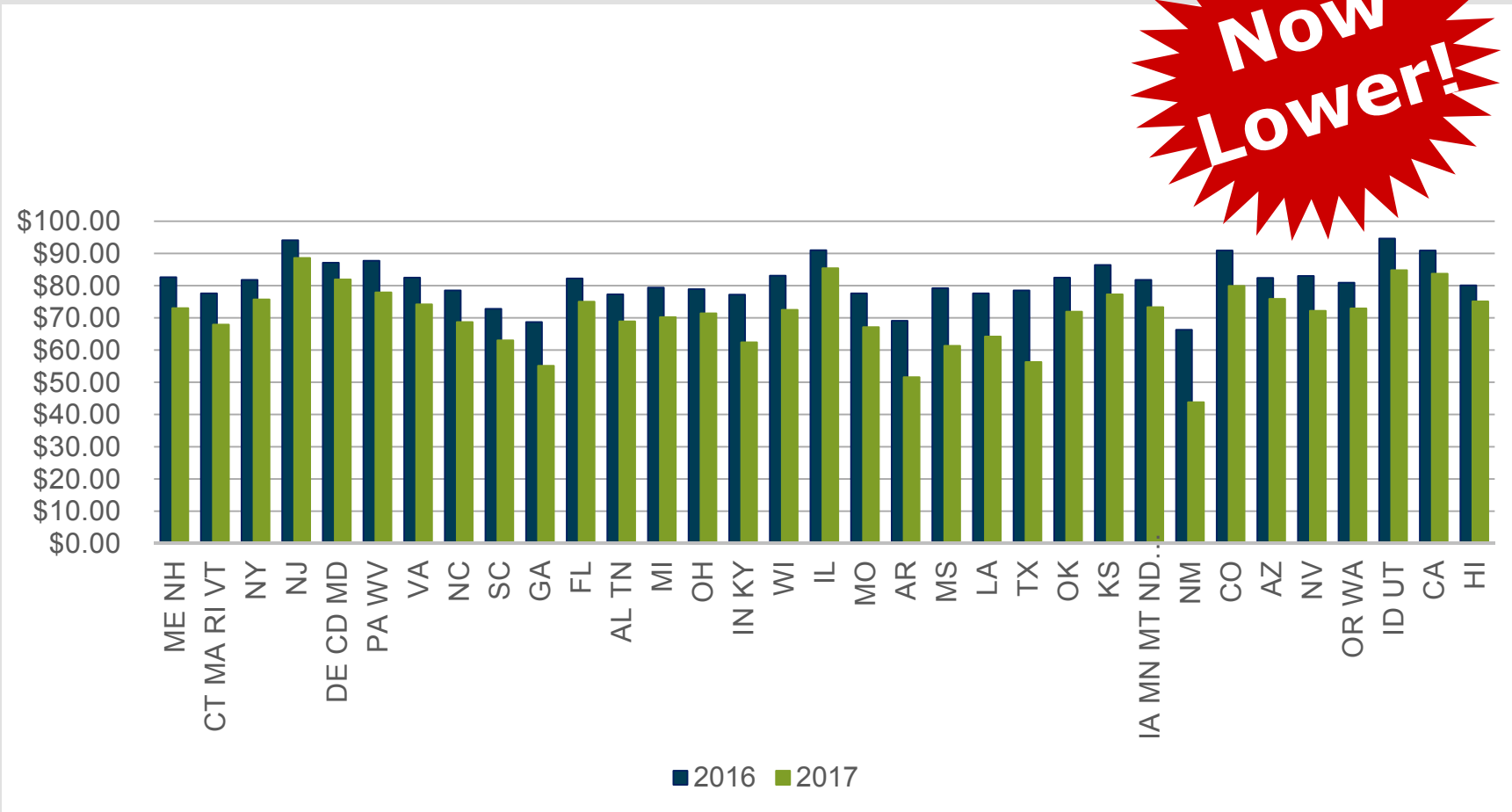
Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
 ▼ - indicates that this plan is Below Benchmark

# 2017 SilverScript Plus PDP

- Significantly LOWER premiums in 2017
- Enhanced plan with Tier 1 and Tier 2 gap coverage
- \$0 deductible applies to ALL 5 Tiers
- Preferred pharmacy network
  - Tier 1 has \$0 copay at retail and via mail
  - Tier 2 has \$3 copay at retail and \$0 90-day copay via mail
- Plan designs vary by region (not available in Alaska)

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016

# 2017 SilverScript Plus PDP Monthly Premiums Reflect a Price Drop Averaging 13%



Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016.

# 2017 SilverScript **Plus** PDP Design

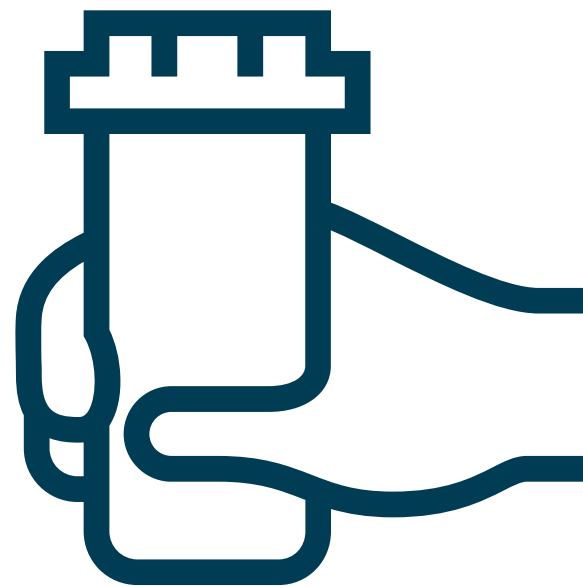
## All States: Not Available in Alaska

Stage	SilverScript Plus	
Annual deductible	\$0 applies to ALL tiers	
Initial coverage (ICL)	SilverScript Plus is a \$0 deductible plan, meaning members' initial coverage stage begins the day the plan takes effect	
	Retail Pharmacy (Preferred/Standard)	Mail Service Pharmacy (Preferred)
	30-day	90-day
Tier 1	\$0/\$10	\$0
Tier 2	\$3/\$20	\$0
Tier 3	As low as \$23/\$47	As low as \$57.50
Tier 4	As low as 39%/50%	As low as 39%
Tier 5	33%	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums)	
Tier 1	\$0/\$10	\$0
Tier 2	\$3/\$20	\$0
Tier 3, 4, and 5	Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost	
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic Drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All Other Drugs: Members pay the greater of 5% coinsurance of \$8.25 copay	

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# SilverScript 2017

## Formulary Information







# BIG NEWS!

## SilverScript Has Two Formularies in 2017

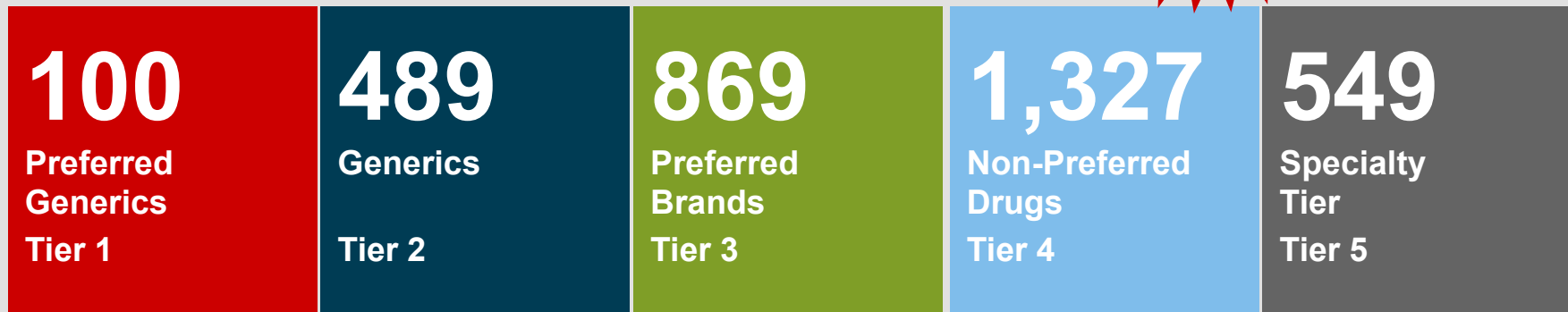
- Both formularies have five tiers
- Overall counts are similar for both formularies
- Drugs covered on Plus formulary that are not covered on Choice formulary: Voltaren and Benicar
- SilverScript Plus formulary has slightly more drugs on Tier 1 than the SilverScript Choice formulary
  - Levothyroxine, omeprazole, and metoprolol succinate are the three drugs on Tier 1 of the Plus PDP that are on Tier 2 of the Choice PDP

NDC = National Drug Code  
Maintained by the FDA, each NDC represents a drug and its strength and dosage form  
All SilverScript formulary tiers include generics and brand drugs  
Source: Formulary Management Department, June 2016.  
This slide contains references to brand-name prescription drugs that are trademarks or registered trademarks of pharmaceutical manufacturers not affiliated with CVS Caremark.

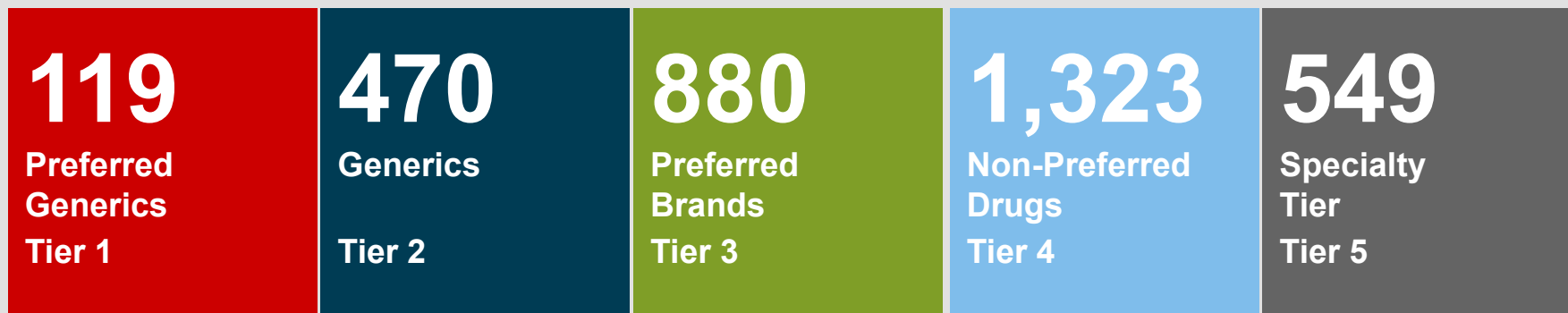
# 2017 SilverScript Formularies

Over  
3,300

SilverScript Choice PDP contains 3,334 NDCs



SilverScript Plus PDP contains 3,341 NDCs



NDC = National Drug Code  
Maintained by the FDA, each NDC represents a drug and its strength and dosage form  
All SilverScript formulary tiers include generics and brand drugs  
Source: Formulary Management Department, June 2016

# 2017 SilverScript Formulary Changes

## Drugs on 2016 formulary but not on 2017 formularies

Acyclovir Ointment	Ibandronate
Azor	Jentadueta
Benicar	Nasonex
Benicar HCT	Nucynta ER
Bidil	Olopatadine Nasal
Clobetasol Propionate	Relpax
Elidel	Rozerem
Eliquis	Tanzeum
Fenofibrate DR	Tekturna
Fluocinonide	Tradjenta
Harvoni	Tribenzor

Source: Formulary Management Department, June 2016.

This slide contains references to brand-name prescription drugs that are trademarks or registered trademarks of pharmaceutical manufacturers not affiliated with CVS Caremark.

# 2017 SilverScript Formulary Changes

## Drugs on 2017 formularies but not on 2016 formulary

Adcirca

Cyproheptadine

Halobetasol

Hydroxyzine

Hysingla ER

Omeprazole 40 mg

Xeljanz

Pantoprazole

Source: Formulary Management Department, June 2016.

This slide contains references to brand-name prescription drugs that are trademarks or registered trademarks of pharmaceutical manufacturers not affiliated with CVS Caremark.

# 2017 Brands Going Generic

## BRAND DRUGS REMAINING ON FORMULARY

Exelon patch

Nasonex (pending approval)

Nuvigil

Voltaren gel

**NOTE:** We have not yet added generics for any of these brand drugs to the 2017 formularies; therefore, the brand drugs are still covered

## BRAND DRUGS REMOVED FROM FORMULARY

Astepro

Fazaclo

Namenda

Nexium

Prudoxin

Surmontil

**NOTE:** These are some of the brand drugs we have removed in 2017 due to generic availability that have not been implemented during the 2016 plan year

Source: Formulary Management Department, June 2016.  
This slide contains references to brand-name prescription drugs that are trademarks or registered trademarks of pharmaceutical manufacturers not affiliated with CVS Caremark.

# SilverScript 2017

## Pharmacy Network



# SilverScript Has Two Pharmacy Networks

## **SilverScript Choice Network: Consistent copays, coast to coast**

- Members may fill their prescriptions at more than 67,000 Choice pharmacies and enjoy the same low copays and coinsurance

## **SilverScript Plus Network: More savings**

- Members enjoy the advantages of the Choice network; plus preferred pricing is offered at more than 36,000 pharmacies for even lower copays and coinsurance

**CVS Caremark Mail Service Pharmacy part of both PDP networks**

Note: Preliminary pharmacy counts as of June 6, 2016

# Help Your Clients Stay On Track By Recommending the Mail Service Pharmacy

- **Peace of mind:** Maintenance medications delivered on schedule
- **Value:** Save on 90-day copays vs. three 30-day supplies at retail
- **Efficiency:** Most prescriptions are filled within 48 hours
- **Safety:** Every prescription is inspected by an on-site pharmacist to help ensure accuracy and safety
- **Guidance:** Every shipment includes personalized prescription drug information for every medication and a 24/7 toll free number to speak with a registered pharmacist
- **Connectivity:** Members receive an online tracking number for all orders

Note: Savings on 90-day copayments at retail are not available for Arizona members.



# SilverScript Measures Network Pharmacy Performance

SilverScript network pharmacies are held to high standards for service quality and clinical excellence

SilverScript network pharmacies deliver peace of mind to members who need to take their medications as prescribed, with confidence

**Pharmacy performance is evaluated to help ensure members receive:**

- Guidance
- Drug safety information

**Members save with 90-day refills at retail or by mail**

- Members can refill ongoing prescriptions for a full 90 days at their local pharmacy, or through the mail, and save more all year long

Notes: Savings on 90-day copays are only available for Tiers 1, 2, and 3. Savings on 90-day copayments at retail are not available for Arizona members.

# SilverScript 2017 Pharmacy Networks

## SILVERSCRIPT CHOICE NETWORK

### **Includes:**

- CVS Pharmacy
- Walgreens
- Walmart
- Sam's Club
- Costco
- Kroger
- Safeway
- Publix
- Albertsons
- Hy-Vee
- Winn Dixie
- Duane Reade and others
- Thousands of local, independent pharmacies

## SILVERSCRIPT PLUS NETWORK

### **Preferred network includes:**

- CVS Pharmacy
- Walgreens
- Costco and others
- Thousands of local, independent pharmacies

### **Providers that are preferred in 2016 that will not be preferred in 2017, include:**

- Walmart
- Sam's Club

Note: Preliminary pharmacy counts as of June 6, 2016

# SilverScript Choice PDP

**Any network pharmacy.**



# SilverScript 2017

## Good-to-Know Information



# Annual Notice of Change (ANOC) Mailing

- Members must receive the ANOC package no later than September 30<sup>th</sup>
- The mailing waves will occur between August 23<sup>rd</sup> and September 19<sup>th</sup>
- Components are mailed in a polybag

## SilverScript®

P.O. Box 52424, Phoenix, AZ 85072-2424

**SilverScript Choice (PDP) offered by SilverScript® Insurance Company**

### Annual Notice of Changes for 2017

You are currently enrolled as a member of SilverScript Choice (PDP). Next year, there will be some changes to the plan's costs and benefits. *This booklet tells about the changes.*

- **You have from October 15 until December 7 to make changes to your Medicare coverage for next year.**

#### Additional Resources

- This information is available for free in other languages.
- Please contact our Customer Care number at 1-866-235-5660 for additional information. (TTY users should call 711.) Hours are 24 hours a day, 7 days a week.
- Customer Care also has free language interpreter services available for non-English speakers.
- Esta información está disponible gratuitamente en otros idiomas. Comuníquese con nuestro Cuidado al Cliente al 1-866-235-5660 para obtener información adicional. (Los usuarios de teléfono de texto (TTY) deben llamar al 711). Estamos disponibles las 24 horas del día, los 7 días de la semana. El Cuidado al Cliente también tiene servicios de intérpretes gratuitos disponibles para personas que no hablan inglés.
- This information is available in a different format, including Braille and large print. Please call Customer Care if you need plan information in another format.

#### About SilverScript Choice (PDP)

- SilverScript is a Prescription Drug Plan with a Medicare contract offered by SilverScript Insurance Company. Enrollment in SilverScript depends on contract renewal.
- When this booklet says "we," "us," or "our," it means SilverScript Insurance Company. When it says "plan" or "our plan," it means SilverScript Choice (PDP).

Y0080\_52002\_EOC\_2017\_9110\_002 Accepted

Form CMS 10260-ANOC/EOC  
(Approved 03/2014)

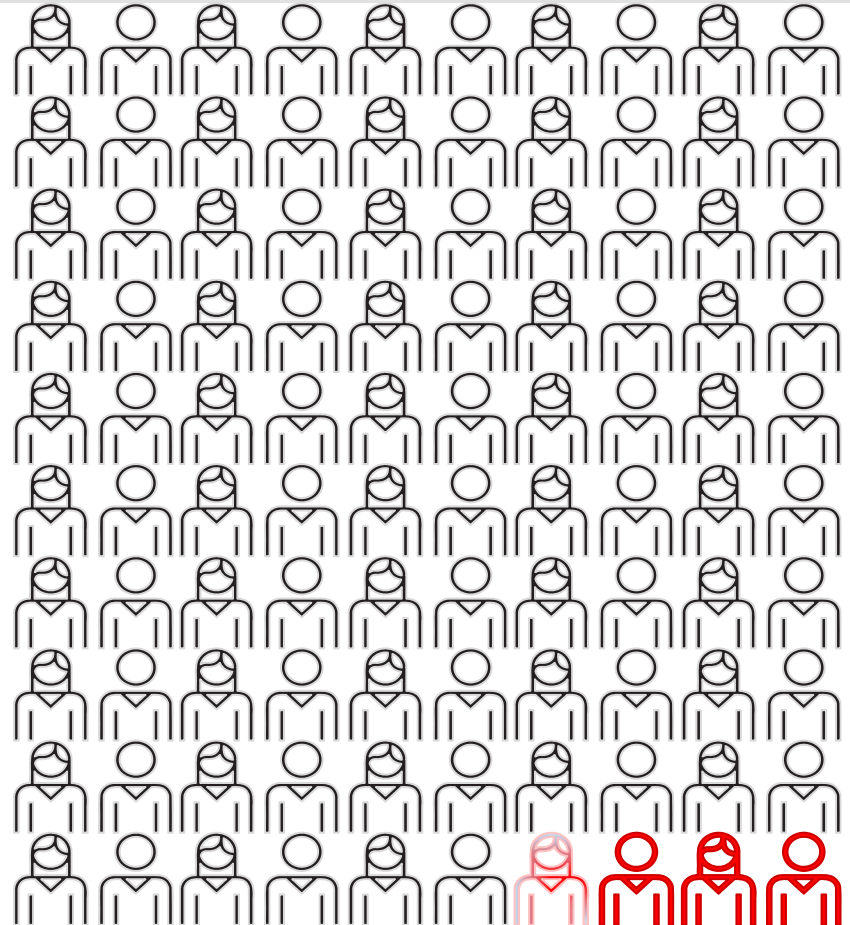
OMB Approval 0938-1051  
ANOC-9110-17

# SilverScript Voluntary Disenrollment is Declining, Even as Membership is Increasing

**SilverScript's 2016 AEP voluntary disenrollment rate was only 3.5%**

**Voluntary disenrollment factors:**

- **Cost & drug coverage**
- **Perpetual shopper**
- **Confusion leading to experience issues and CTMs**
  - You have the opportunity to minimize confusion



Note: SSI 2016 AEP Attrition Analysis, July 2016

# Annual Certification Options

**Complete all courses on the SilverScript agent portal**

**Complete the AHIP Medicare Part C & Part D annual certification**

– SilverScript now has a direct connection with the AHIP website

# Marketing Materials for Agents

## Ships in mid-September SilverScript agent portal

- Order
- Reorder
- Track shipments

## Components

- Car coach
- Comprehensive formularies
- Brochure
- Plan guide
- Enrollment application
- Summary of benefits
- Star rating sheet
- New enrollee reference guide
- Agent checklist

**SilverScript Means Peace of Mind with Every Prescription**

- \$0 Deductible<sup>1</sup>
- Low Monthly Premiums
- Low Co-Pays



**<2017> Plan Decision Guide**  
Your guide to making an informed Medicare Part D

SilverScript is a Prescription Drug Plan with a Medicare contract offered by SilverScript Insurance Company. Enrollment in SilverScript depends on contract renewal 10080\_12009\_ACO\_2017\_<doc Status>

**SilverScript**  
**Getting started with your new SilverScript plan**  
**New Member Reference Guide**

Thank you for choosing SilverScript (PDP), part of the CVS Health family of companies. We're more than pleased to have you as our member, and want you off to a great start with the help of this Guide. Health is everything, and we have the online tools and resources specifically designed to help you get the most value from your plan and stay as healthy as you can be. Welcome to SilverScript.

- page 2 **Your Member ID Card and Welcome Kit**
- page 3 **Paying your plan premiums**
- page 4 **Pharmacies that welcome your plan**
- page 5 **Your prescription medications**
- page 6 **Using your website resources**

**SilverScript**  
SilverScript PDP 2017  
Medicare Part D Prescription Drug Plans

**Care Health Card**

Happy to provide guidance answer your questions. Your health and well-being is my highest priority. Feel free to call me at your convenience.

(Agent Name) \_\_\_\_\_  
(Phone Number) \_\_\_\_\_

**AT YOU HAVE ENROLLED, FIND OUT WHAT TO EXPECT NEXT ON PAGE 2.**

<18-NM8G/AG>

**Note to Agent:**  
 • CMS has approved this 2017 client-facing presentation.  
 • DO NOT delete from or add information to this presentation.

Material ID: 2017



# New Technology for SilverScript Agents

- Electronic scope of appointment (eSOA)
- Electronic enrollment application (eApp)
- Email notifications
- Email enrollment link
- iPad enrollment app for SilverScript agents
- SilverScript agent portal



# Full-Service SilverScript Enrollment Portal

## **Tools**

- Plan comparison, formulary and pharmacy search tools
- Free training and certification
- Online enrollment processing with automated email confirmations
- Marketing supply room to place and track orders or download materials
- Secure message center

## **Resources**

- Enrollment status reports
- Downloadable temporary ID cards
- Reference materials includes member forms

# SilverScript Pays CMS Maximum Commissions

- CMS raised the PDP commission ceiling and so did SilverScript
  - 2017 commission for initial year in a Part D plan is \$71
  - 2017 commission for renewals in a Part D plan is \$36
- SilverScript Choice and SilverScript Plus are both commissionable
- SilverScript pays annual commission during the month that the policy becomes effective
- Renewal compensation continues as long as member remains in plan and agent remains in “good standing”
- Annual certification must be completed by last day of AEP (December 7<sup>th</sup>) to be eligible for renewal compensation
- 2017 referral agent one-time finders fee remains \$25

# Agent/Agency Recruitment and Re-Engagement

## **Recruit**

- Agents selling Medicare Supplement policies from carriers that do not offer PDPs
- Agents with significantly more Med Supp policies than PDP policies

## **Re-engage**

- Agents termed due to inactivity
- Agents who did not write new policies during 2016 AEP
- Agents with less than 10 active policies

## **Re-contract**

- Shift Referral agents to more robust marketing agent program

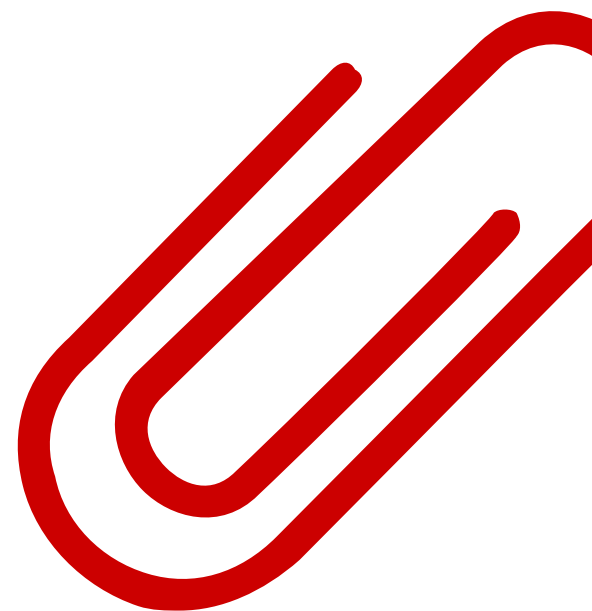
# Why Agents Like Working with SilverScript

- SilverScript Choice PDP is extremely competitive
- SilverScript Choice PDP members pay the same copays at any network pharmacy
- SilverScript is a niche player yet has the #1 market share
- SilverScript doesn't cut out the agent
- SilverScript plan designs have been consistent since 2013
- SilverScript provides agents with application enrollment status
- SilverScript continues to pay highest allowable new and renewal commission rates on all of its PDPs

# SilverScript Brand Positioning Statement

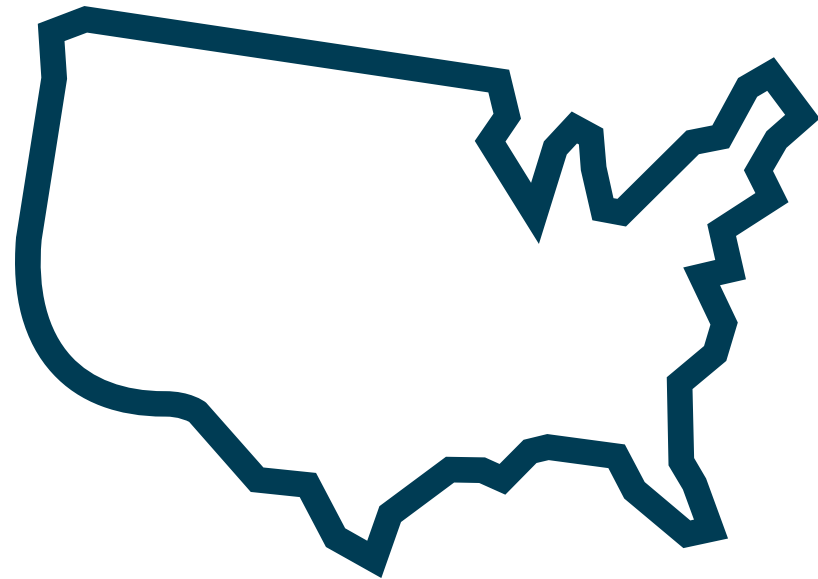
For those considering a PDP to meet their Medicare prescription drug needs, SilverScript Insurance is the clear Part D leader combining expertise through specialization on Part D insurance with low total costs

# Appendix



# SilverScript 2017

## State-Specific Plan Designs Premiums





# 2017 SilverScript Premiums

State	Region	SilverScript Choice	SilverScript Plus
Alabama	12	\$28.90	\$68.90
Alaska	34	\$54.40	Not Available
Arizona	28	\$29.70	\$75.90
Arkansas	19	\$15.70	\$51.60
California	32	\$29.90	\$83.70
Colorado	27	\$32.00	\$79.90
Connecticut	2	\$32.30	\$67.90
Delaware	5	\$33.90	\$81.90
District of Columbia	5	\$33.90	\$81.90
Florida	11	\$28.90	\$75.00
Georgia	10	\$22.80	\$55.10
Hawaii	33	\$23.90	\$75.10
Idaho	31	\$33.80	\$84.80

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016

# 2017 SilverScript Premiums

State	Region	SilverScript Choice	SilverScript Plus
Illinois	17	\$28.40	\$85.40
Indiana	15	\$26.60	\$62.40
Iowa	25	\$31.30	\$73.30
Kansas	24	\$27.20	\$77.30
Kentucky	15	\$26.60	\$62.40
Louisiana	21	\$24.20	\$64.20
Maine	1	\$32.10	\$73.00
Maryland	5	\$33.90	\$81.90
Massachusetts	2	\$32.30	\$67.90
Michigan	13	\$33.50	\$70.20
Minnesota	25	\$31.30	\$73.30
Mississippi	20	\$25.00	\$61.30
Missouri	18	\$26.10	\$67.10

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016

# 2017 SilverScript Premiums

State	Region	SilverScript Choice	SilverScript Plus
Montana	17	\$31.30	\$73.30
Nebraska	15	\$31.30	\$73.30
Nevada	25	\$39.40	\$72.20
New Hampshire	24	\$32.10	\$73.00
New Jersey	15	\$39.50	\$88.60
New Mexico	21	\$19.50	\$43.80
New York	1	\$30.80	\$75.70
North Carolina	5	\$29.30	\$68.70
North Dakota	2	\$31.30	\$73.30
Ohio	13	\$27.40	\$71.40
Oklahoma	25	\$28.10	\$71.90
Oregon	20	\$32.30	\$72.90
Pennsylvania	6	\$28.50	\$77.90

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016

# 2017 SilverScript Premiums

State	Region	SilverScript Choice	SilverScript Plus
Rhode Island	2	\$32.30	\$67.90
South Carolina	9	\$25.20	\$63.00
South Dakota	25	\$31.30	\$73.30
Tennessee	12	\$28.90	\$68.90
Texas	22	\$27.50	\$56.30
Utah	31	\$33.80	\$84.80
Vermont	2	\$32.30	\$67.90
Virginia	7	\$30.80	\$74.20
Washington	30	\$32.30	\$72.90
West Virginia	6	\$28.50	\$77.90
Wisconsin	17	\$36.70	\$72.50
Wyoming	25	\$31.30	\$73.30

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016

# SilverScript 2017

State-Specific Plan Designs  
SilverScript Choice PDP



# 2017 SilverScript **Choice** PDP Design Alabama - Region 12

Stage	SilverScript Choice		
Premium	\$28.90	[\$2.86 below regional benchmark of \$31.76]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Alaska - Region 34

Stage	SilverScript Choice		
Premium	\$54.40	[\$20.34 above regional benchmark of \$34.06]	
Annual deductible	\$400 applies to all tiers		
Initial coverage (ICL)			
	Standard Retail Pharmacy		Preferred Mail Service Pharmacy
	30-day	90-day	90-day
Tier 1	\$1	\$2.50	\$2.50
Tier 2	\$4	\$10	\$10
Tier 3	15%	15%	15%
Tier 4	35%	35%	35%
Tier 5	25%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Arizona - Region 28

Stage	SilverScript Choice		
Premium	\$29.70	[\$5.41 below regional benchmark of \$35.11]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.



# 2017 SilverScript **Choice** PDP Design Arkansas - Region 19

Stage	SilverScript Choice		
Premium	\$15.70	[\$6.88 below regional benchmark of \$22.58]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design California - Region 32

Stage	SilverScript Choice		
Premium	\$29.90	[\$6.38 below regional benchmark of \$36.28]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Colorado - Region 27

Stage	SilverScript Choice		
Premium	\$32.00	[\$0.04 below regional benchmark of \$32.04]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Connecticut - Region 2

Stage	SilverScript Choice		
Premium	\$32.30	[\$2.53 below regional benchmark of \$34.83]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Delaware - Region 5

Stage	SilverScript Choice		
Premium	\$33.90	[\$0.68 above regional benchmark of \$33.22]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design District of Columbia - Region 5

Stage	SilverScript Choice		
Premium	\$33.90	[\$0.68 above regional benchmark of \$33.22]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Florida - Region 11

Stage	SilverScript Choice		
Premium	\$28.90	[\$0.23 below regional benchmark of \$29.13]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Georgia - Region 10

Stage	SilverScript Choice		
Premium	\$22.80	[\$3.63 below regional benchmark of \$26.43]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.



# 2017 SilverScript **Choice** PDP Design Hawaii - Region 33

Stage	SilverScript Choice		
Premium	\$23.90	[\$2.62 below regional benchmark of \$26.52]	
Annual deductible	\$400 applies to all tiers		
Initial coverage (ICL)			
	Standard Retail Pharmacy		Preferred Mail Service Pharmacy
	30-day	90-day	90-day
Tier 1	\$1	\$2.50	\$2.50
Tier 2	\$4	\$10	\$10
Tier 3	17%	17%	17%
Tier 4	36%	36%	36%
Tier 5	25%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
 Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Idaho - Region 31

Stage	SilverScript Choice		
Premium	\$33.80	[\$5.86 below regional benchmark of \$39.66]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Illinois - Region 17

Stage	SilverScript Choice		
Premium	\$28.40	[\$0.28 below regional benchmark of \$28.68]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Indiana - Region 15

Stage	SilverScript Choice		
Premium	\$26.60	[\$5.46 below regional benchmark of \$32.06]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Iowa - Region 25

Stage	SilverScript Choice		
Premium	\$31.30	[\$2.72 below regional benchmark of \$34.02]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Kansas - Region 24

Stage	SilverScript Choice		
Premium	\$27.20	[\$3.07 below regional benchmark of \$30.27]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Kentucky - Region 15

Stage	SilverScript Choice		
Premium	\$26.60	[\$5.46 below regional benchmark of \$32.06]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Louisiana - Region 21

Stage	SilverScript Choice		
Premium	\$24.20	[\$8.60 below regional benchmark of \$32.80]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.



# 2017 SilverScript **Choice** PDP Design Maine - Region 1

Stage	SilverScript Choice		
Premium	\$32.10	[\$0.89 below regional benchmark of \$32.99]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Maryland - Region 5

Stage	SilverScript Choice		
Premium	\$33.90	[\$0.68 above regional benchmark of \$33.22]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Massachusetts - Region 2

Stage	SilverScript Choice		
Premium	\$32.30	[\$2.53 below regional benchmark of \$34.83]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Michigan - Region 13

Stage	SilverScript Choice		
Premium	\$33.50	[\$0.67 below regional benchmark of \$34.17]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Minnesota - Region 25

Stage	SilverScript Choice		
Premium	\$31.30	[\$2.72 below regional benchmark of \$34.02]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Mississippi - Region 20

Stage	SilverScript Choice		
Premium	\$25.00	[\$1.53 below regional benchmark of \$26.53]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.

# 2017 SilverScript **Choice** PDP Design Missouri - Region 18

Stage	SilverScript Choice		
Premium	\$26.10	[\$3.97 below regional benchmark of \$30.07]	
Annual deductible	\$0 applies to all tiers		
Initial coverage (ICL)	SilverScript Choice is a \$0 deductible plan meaning members' initial coverage stage begins the day the plan takes effect		
	Standard Retail Pharmacy	Preferred Mail Service Pharmacy	
	30-day	90-day	90-day
Tier 1	\$3 - \$7	\$7.50 - \$21	\$0 - \$17.50
Tier 2	\$12 - \$20	\$30 - \$60	\$30 - \$50
Tier 3	\$42 - \$47	\$105 - \$141	\$105 - \$117.50
Tier 4	44% - 50%	44% - 50%	44% - 50%
Tier 5	33%	N/A	N/A
Coverage gap (donut hole)	Members leave the ICL stage and enter the Medicare Coverage Gap when they have reached \$3,700 in total yearly drug costs (not including monthly premiums) Generic drugs: Members pay 51% of the cost Brand drugs: Members pay 40% of the cost		
Catastrophic coverage (after donut hole)	Members enter the catastrophic coverage stage when they have spent \$4,950 out of pocket (not including monthly premiums) Generic drugs: Members pay the greater of 5% coinsurance of \$3.30 copay All other drugs: Members pay the greater of 5% coinsurance of \$8.25 copay		

Source: SilverScript Insurance Company Actuarial Services, as of August 2, 2016  
Premiums and coinsurance vary by region to comply with CMS equivalence rules.



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