

Responses to Objections (Received on 9/26/2022)

Objection 1 –

Comments:

Regarding the list of changes for this filing compared to the 2020 approved filing, please provide the following:

- a. Detailed explanation of the changes in methodology for Utilization Dampening, Non-Par, and Network Utilization. Please confirm these are the only methodology changes, and all other changes to the rate manual are quantitative (e.g., factor updates). Otherwise, provide detailed explanation of the methodology changes for those not listed in this question.
- b. Comparison of the rating components that changed by +/-10% or more, and include detailed explanation for such change.

Response:

- a. **UD:** Utilization dampening captures the change in members' utilization behavior in response to the richness of their plan design. The methodology was updated to be based upon specific plan design characteristics rather than overall member cost share. The factors aligning with these characteristics can be found in Table 8 – Medical Utilization Dampening.

Non-Par: Maximum Reimbursable Charge (MRC) represents the maximum reimbursement under the customer's medical plan that Cigna will pay a non-network health care professional (HCP) for a given service. MRC adjustments are applied to Out-of-Network (OON) claims only, whereas previously, MRC adjustments were applied to the Point-of-Service (POS) load that was used to calculate blended expected In-Network (IN) and OON claims from IN claims.

Network Utilization: Network Utilization captures the split in members' utilization between IN and OON claims. The network utilization calculation previously included the use of a POS load applied to IN rates to blend the IN and OON base medical claim costs. The updated network utilization is applied using Table 27 – Network Utilization Adjustment in order to calculate the predicted allowed IN and OON claims.

Yes, these are the only methodology changes and all other changes to the rate manual are quantitative.

- b. See *2022 CHLIC – VT Side by Side.xlsx*. This compares the approved and proposed factor tables in the rate manual. The changes reflect two years of updates and new information so the magnitude may be larger than normal. Here are a couple notable changes:
 - **Medical Area Factors:** The national average area factor has decreased below 1.0 over time so the increase reflects a calibration adjustment to get the national area factor to be centered at 1.0 rather than a true cost increase in VT.
 - **MHSUD:** Mental health service utilization has drastically increased since 2020 driving the large increase.

Objection 2 –

Comments:

Regarding the Comparison to Status Quo table on page 3 of the act memo, please provide the following:

- a. Breakdown of the “Revisions to Pricing Factors” line item, showing the impact of each rating factor change and how they equate to the combined average, minimum, and maximum percentages shown.
- b. Breakdown of the “Expense Changes” line item, showing the impact/changes for each of the retention components. Further, please explain the reason for these changes.
- c. Please confirm that the 7.5% listed as ‘Filed and Approved Claims Trend’ does not equate to the previously approved trend of 6.5%, but rather is the proposed trend rate for 2023+. If not, please reconcile.

Response:

- a. The 'Revisions to Pricing Factors' captures changes driven by analysis of retrospective experience and changes in methodology. To calculate this, we first run the current production engine with the proposed effective date. Then we run another engine that include proposed methodology, area factor, and trend updates with the same proposed effective date. By using the same effective dates, the rate change reflects only methodology updates and no trend impact.

To categorize/separate all the changes, we would need to create multiple engine versions and run multiple batches. This would be a large administrative burden so only the cumulative impact of all methodology changes can be provided. Full details of the individual factor changes can be found on *2022 CHLIC – VT Side by Side.xlsx* from #1b.

- b. The “Expense Changes” line item reflects the year-over-year change in target loss ratio. A comparison of the proposed and approved retention components is provided in the table below:

Component	Proposed	Approved	Change	Comments
Admin	5.0%	5.5%	-0.5%	Lower average admin breakeven expenses as a percentage of premium
Access Fee	0.8%	1.1%	-0.3%	Lower average access breakeven expenses as a percentage of premium
Quality Improvement	0.2%	0.2%	0.0%	
Tax	2.0%	2.0%	0.0%	
State Assessments	2.0%	2.0%	0.0%	
PPACA Fees	0.0%	2.5%	-2.5%	PPACA fees are primarily associated with the Health Insurance Industry Fee (HIIIF), which is assumed to be 2.5% for 2020 calendar months, and 0% for 2021+ calendar months due to legislative changes.
Risk Charge	0.0%	0.0%	0.0%	
Profit	2.0%	-1.5%	3.5%	Increasing profit to a reasonable level
Commissions	0.0%	0.0%	0.0%	
Total Retention	12.1%	11.8%	0.3%	
Targeted MLR	87.9%	88.2%	-0.3%	

- c. Per CCGP-132206853, the prior approved trend factors is 6.8% rather than the stated 6.5%. The actuarial memorandum has been revised to show the following exhibit:

Category	Detail	Avg	Min	Max
Filed and Approved Claims Trend	Filed and Approved Claims Trend	6.8%	6.8%	6.8%
Revisions to Pricing Factors	Changes to trend, area factors, and methodology since approved 1/1/2020 filing	0.5%	-26.7%	22.5%
Expense Changes	MLR change since our last approved filing (88.2% -> 87.9%)	0.3%	0.3%	0.3%
Requested Rate Change	= $[(1+\text{trend}) * (1+\text{factor changes}) * (1+\text{expense changes})] - 1$	7.6%	-21.5%	31.3%

This categorization change does not impact the average, minimum, and maximum requested rate change.

Objection 3 –

Comments:

Please provide a comparison of the medical, Rx, and combined trends in this filing versus the previously approved filing, broken out by cost, utilization, and total trend components. Please provide both quantitative and qualitative support for the changes.

Response:

A comparison of the medical and Rx trends in this filing versus the previously approved filing is provided below. However, the trends assumptions used reflect different years between the two filings so a direct comparison is not meaningful.

Med Proposed

Vermont In-Network Trend		
2022	Weight	Unit
IP	21.5%	4.1%
OP	54.3%	4.2%
Pro	18.7%	2.8%
OMS	5.5%	7.2%
Unit Cost	100.0%	4.11%
Util		1.09%
Mix		1.60%
Total Trend		6.92%

Med Approved

Vermont In-Network Trend		
2019	Weight	Unit
IP	18.1%	5.3%
OP	42.3%	3.2%
Pro	21.8%	0.6%
OMS	17.8%	7.2%
Unit Cost	100.0%	3.74%
Util		1.86%
Mix		1.57%
Total Trend		7.33%

Vermont In-Network Trend		
2023	Weight	Unit
IP	21.6%	4.3%
OP	54.5%	4.3%
Pro	18.5%	2.9%
OMS	5.5%	7.2%
Unit Cost	100.0%	4.22%
Util		1.59%
Mix		1.60%
Total Trend		7.58%

Vermont In-Network Trend		
2020	Weight	Unit
IP	18.4%	4.4%
OP	42.1%	4.0%
Pro	21.2%	1.2%
OMS	18.3%	7.2%
Unit Cost	100.0%	4.06%
Util		2.19%
Mix		1.59%
Total Trend		8.03%

Rx Proposed

	2020/2019	2021/2020	2022+/2021
Cost Trend	9.87%	7.10%	8.80%
Utilization Trend	0.97%	0.73%	-0.26%
Total Trend	10.94%	7.89%	8.52%

Rx Approved

	2019/2018	2020+/2019
Cost Trend	7.30%	6.10%
Utilization Trend	1.10%	0.60%
Total Trend	8.50%	6.80%

Objection 4 –

Comments:

Please confirm and show that the base claim costs are the same as the previously approved filing, only adjusted for trend. Otherwise, demonstrate any adjustments made to the base experience for this filing, including adjustments for COVID-19.

Response:

The values in the Medical Base Claims table come from the Claims Probability Distribution (CPD), which was updated between these two rate manual filings. The new table incorporates methodology changes to our CPD. The new table uses FY 2018 data. The OON rates from the updated table are far lower because they are reflecting the lower utilization of OON. In the previous table, the OON rates reflected MSC base rates prior to incorporating utilization, however today we take OON utilization into account in the base rate table. While the experience is the same for both rate manuals, the methodology of the base claims has changed. The new CPD has more granular service categories and the frequency uses member month weights to account for turnover. No adjustments were made for COVID-19.

Objection 5 –

Comments:

Please confirm whether the Historical claims experience for Vermont provided in “VT 2023 Supplemental Exhibits.pdf” includes both medical and pharmacy experience, or medical only.

Response:

The historical claims experience for Vermont provided in “VT 2023 Supplemental Exhibits.pdf” includes both medical and pharmacy experience.

Objection 6 –

Comments:

Please provide at least three years of historical actual-to-expected retention, separately for profit and all other retention components.

Response:

Actual-to-expected retention for 2019 to 2021 is provided in the tables below:

2019 Retention A/E	Actual	Expected	A/E
Admin & Access Fee	8.2%	5.6%	146%
Quality Improvement	0.8%	0.1%	808%
Premium Tax and State Assessment	1.8%	3.7%	48%
PPACA Fees	0.0%	0.0%	---
Profit	-2.1%	1.0%	-207%
Other	0.0%	0.0%	---
Total	8.7%	10.4%	84%

2020 Retention A/E	Actual	Expected	A/E
Admin & Access Fee	5.8%	6.6%	87%
Quality Improvement	0.8%	0.2%	400%
Premium Tax and State Assessment	1.6%	4.0%	40%
PPACA Fees	1.9%	2.5%	76%
Profit	9.1%	-1.5%	-608%
Other	0.0%	0.0%	---
Total	19.2%	11.8%	163%

2021 Retention A/E	Actual	Expected	A/E
Admin & Access Fee	6.7%	6.6%	101%
Quality Improvement	0.2%	0.2%	85%
Premium Tax and State Assessment	1.6%	4.0%	41%
PPACA Fees	0.0%	2.5%	2%
Profit	-1.6%	-1.5%	104%
Other	0.0%	0.0%	---
Total	7.0%	11.8%	59%

The last approved filing is for 2020 so 2020 and 2021 expected retention values are the same.

Objection 7 –

Comments:

Please further explanation the reason for the variation in the requested rate change, -21.5% to 31.3%. Please provide an example calculation of the minimum and maximum rate change.

Response:

Methodology changes as described in #1a can cause case-level variances. Despite the wide range, the aggregate impact is kept neutral and is centered close to zero. As noted in #2a, it's not possible to breakdown the rate change impact of every change so only the cumulative rate change can be provided.

Objection 8 –

Comments:

As shown in the “Rate Review Detail” in SERFF, the weighted average prior rate is \$711.07 PMPM. Please illustrate how this amount reconciles to the approved rate from the 2020 filing.

Response:

The prior rates and the requested rates are illustrative values to derive a requested rate change so they won't exactly tie to the approved rate. A newer book of business is used to calculate the requested rate change so the prior rate is adjusted to normalize the difference in accounts. This difference becomes more pronounced as it has been two years since the approved filing.

Objection 9 –

Comments:

The State is gathering how much the commercial insurers contribute to the Blueprint program on a yearly basis. Will you please provide the aggregate dollar amount and corresponding PMPM amounts for your company for this program?

Response:

The aggregate dollar amount and corresponding PMPM amounts contributed to the Blueprint program for calendar year 2021 is:

Quarter	Total Amount	Member Months	PMPM
Q1	\$14,493	1,505	\$3.21
Q2	\$15,389	1,598	\$3.21
Q3	\$15,338	1,593	\$3.21
Q4	\$15,472	1,607	\$3.21
2021	\$60,693	6,303	\$3.21

This does not reflect the quarterly payments to the Community Health Team which are calculated and provided by VT Blueprint.

Trend

Medical Trend - Unleveraged

Area Description	Rating Area	Product	Current				Proposed				2020/2019	2021/2020	2022/2021	2023+/2022
			2020/2019	2021/2020	2022/2021	2023+/2022	2020/2019	2021/2020	2022/2021	2023+/2022				
VT, VERMONT	VTNWK1	NWK	7.96%	6.87%	6.87%	6.87%	9.41%	10.49%	6.92%	7.58%	1.45%	3.62%	0.05%	0.71%
VT, VERMONT	VTOAP1	OAP	7.96%	6.87%	6.87%	6.87%	9.41%	10.49%	6.92%	7.58%	1.45%	3.62%	0.05%	0.71%
VT, VERMONT	VTppo1	PPO	7.96%	6.87%	6.87%	6.87%	9.41%	10.49%	6.92%	7.58%	1.45%	3.62%	0.05%	0.71%

Area Factors

Medical Area Factors

Rating Area	Region	Product	Current	Proposed	
			Area Factor	Area Factor	Change
VTNWK1	VT, VERMONT	NWK	0.71	0.87	23%
VTOAP1	VT, VERMONT	OAP	0.71	0.87	23%
VTPPO1	VT, VERMONT	PPO	0.73	0.90	23%

MSC Weighting by SCC

Current		Major Service Categories						
Sub-Cost Categories	Inpatient (Hospital)	Outpatient (Hospital)	ER	PCP	SCP	Other	Preventive	
Facility	83.50%	55.00%	100.00%	0.00%	0.00%	100.00%	N/A	
Professional	16.50%	17.00%	0.00%	90.00%	81.00%	0.00%	N/A	
Lab	0.00%	6.80%	0.00%	8.00%	3.60%	0.00%	N/A	
Radiology	0.00%	10.20%	0.00%	2.00%	5.40%	0.00%	N/A	
Advanced Radiology (ARI)	0.00%	11.00%	0.00%	0.00%	10.00%	0.00%	N/A	
Proposed		Major Service Categories						
Sub-Cost Categories	Inpatient (Hospital)	Outpatient (Hospital)	ER	PCP	SCP	Other	Preventive	
Facility	70.50%	58.10%	100.00%	0.00%	0.00%	100.00%	0.00%	
Professional	29.50%	10.40%	0.00%	97.40%	78.40%	0.00%	100.00%	
Lab	0.00%	13.30%	0.00%	1.00%	6.20%	0.00%	0.00%	
Radiology	0.00%	8.50%	0.00%	1.60%	9.40%	0.00%	0.00%	
Advanced Radiology (ARI)	0.00%	9.70%	0.00%	0.00%	6.10%	0.00%	0.00%	
Change		Major Service Categories						
Sub-Cost Categories	Inpatient (Hospital)	Outpatient (Hospital)	ER	PCP	SCP	Other	Preventive	
Facility	-13.00%	3.10%	0.00%	0.00%	0.00%	0.00%	0.00%	
Professional	13.00%	-6.60%	0.00%	7.40%	-2.60%	0.00%	0.00%	
Lab	0.00%	6.50%	0.00%	-7.00%	2.60%	0.00%	0.00%	
Radiology	0.00%	-1.70%	0.00%	-0.40%	4.00%	0.00%	0.00%	
Advanced Radiology (ARI)	0.00%	-1.30%	0.00%	0.00%	-3.90%	0.00%	0.00%	

Preventive Care Child Age Adjustment

Current

Elected Child Age	Portion of Preventive Care Base Claim Cost
≤ 2	0.16
3 to 64	Linearly interpolate between 0.16 at 2 and 1.0 at 65
≥ 65	1

Proposed

Elected Child Age	Portion of Preventive Care Base Claim Cost
0	0.0307
1	0.0635
2	0.0972
3	0.1316
4	0.167
5	0.2039
6	0.2414
7	0.2794
8	0.3176
9	0.3561
10	0.3954
11	0.4357
12	0.4771
13	0.5202
14	0.5636
15	0.607
16	0.6509
17	0.6955
18	0.7393
19	0.7821
20	0.8249
21	0.8661
22	0.9048
23	0.9401
24	0.9719
25	1

Change

Varies by age

Medical Effective Deductible Adjustment

Current		Plan Deductible																			
		0	50	100	150	200	300	400	500	750	1000	1500	2000	2500	3000	3500	4000	4500	5000		
Ratio of Family to Individual Deductible	1	1	0.54	0.55	0.55		0.55	0.57	0.58	0.59	0.61		0.63	0.66	0.69	0.71	0.73	0.75	0.76	0.77	0.79
	1.25	1	0.6	0.61	0.61		0.62	0.63	0.64	0.65	0.67		0.69	0.72	0.74	0.76	0.78	0.8	0.81	0.82	0.83
	1.5	1	0.67	0.67	0.67		0.68	0.69	0.7	0.71	0.73		0.75	0.78	0.8	0.82	0.83	0.85	0.86	0.87	0.87
	1.75	1	0.73	0.73	0.74		0.74	0.75	0.76	0.77	0.79		0.81	0.84	0.86	0.87	0.89	0.9	0.91	0.91	0.92
	2	1	0.79	0.79	0.8		0.8	0.81	0.82	0.83	0.85		0.87	0.9	0.91	0.93	0.94	0.95	0.95	0.96	0.96
	2.25	1	0.82	0.83	0.83		0.84	0.85	0.86	0.87	0.89		0.9	0.92	0.94	0.95	0.96	0.97	0.97	0.97	0.98
	2.5	1	0.86	0.86	0.86		0.87	0.88	0.89	0.9	0.91		0.93	0.95	0.96	0.97	0.98	0.98	0.98	0.98	0.99
	2.75	1	0.89	0.89	0.89		0.9	0.91	0.92	0.92	0.94		0.95	0.96	0.97	0.98	0.98	0.99	0.99	0.99	0.99
	3	1	0.92	0.92	0.92		0.93	0.94	0.94	0.95	0.96		0.97	0.98	0.98	0.99	0.99	0.99	0.99	0.99	1
	3.25	1	0.94	0.94	0.94		0.94	0.95	0.96	0.96	0.97		0.98	0.98	0.99	0.99	0.99	1	1	1	1
	3.5	1	0.95	0.95	0.95		0.96	0.96	0.97	0.97	0.98		0.98	0.99	0.99	1	1	1	1	1	1
	3.75	1	0.96	0.97	0.97		0.97	0.97	0.98	0.98	0.99		0.99	0.99	1	1	1	1	1	1	1
	4	1	0.98	0.98	0.98		0.98	0.98	0.99	0.99	0.99		0.99	1	1	1	1	1	1	1	1

Proposed		Plan Deductible																		
		0	50	100	150	200	300	400	500	750	1000	1500	2000	2250	2500	3000				
Ratio of Family to Individual Deductible	1	1	0.445	0.434	0.435		0.436	0.438	0.44	0.444	0.454		0.462	0.479	0.499	0.506	0.514	0.528		
	1.25	1	0.505	0.518	0.518		0.517	0.517	0.521	0.538	0.554		0.568	0.593	0.614	0.623	0.632	0.649		
	1.5	1	0.61	0.61	0.61		0.61	0.614	0.621	0.629	0.647		0.67	0.693	0.716	0.725	0.735	0.751		
	1.75	1	0.697	0.697	0.697		0.7	0.705	0.713	0.722	0.74		0.756	0.782	0.805	0.815	0.825	0.84		
	2	1	0.799	0.799	0.799		0.801	0.802	0.804	0.807	0.817		0.834	0.854	0.874	0.883	0.89	0.905		
	2.25	1	0.826	0.832	0.831		0.836	0.838	0.844	0.854	0.87		0.885	0.907	0.925	0.932	0.939	0.95		
	2.5	1	0.89	0.89	0.872		0.877	0.884	0.892	0.9	0.916		0.928	0.945	0.961	0.966	0.97	0.978		
	2.75	1	0.945	0.945	0.945		0.945	0.945	0.945	0.945	0.953		0.962	0.974	0.983	0.986	0.99	0.995		
	3	1	0.955	0.955	0.956		0.956	0.962	0.967	0.971	0.979		0.985	0.995	1	1	1	1		
	3.25	1	0.973	0.973	0.973		0.973	0.978	0.983	0.995	1		1	1	1	1	1	1		
	3.5	1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
	3.75	1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
	4	1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
	Ratio of Family to Individual Deductible	1	0.54	0.55	0.561	0.572		0.581	0.591	0.599	0.607	0.615		0.615	0.623	0.63	0.638	0.645	0.648	
1.25		0.665	0.68	0.692	0.705		0.71	0.715	0.735	0.745	0.745		0.753	0.76	0.769	0.78	0.786	0.793		
1.5		0.767	0.782	0.796	0.807		0.818	0.828	0.837	0.846	0.846		0.854	0.863	0.869	0.874	0.879	0.889		
1.75		0.857	0.866	0.878	0.884		0.893	0.901	0.909	0.913	0.915		0.922	0.927	0.935	0.937	0.941	0.947		
2		0.916	0.928	0.935	0.943		0.949	0.957	0.96	0.965	0.967		0.972	0.975	0.977	0.982	0.984	0.986		
2.25		0.956	0.968	0.973	0.977		0.982	0.986	0.989	0.991	0.992		0.995	0.995	1	1	1	1		
2.5		0.983	0.989	0.995	0.995		1	1	1	1	1		1	1	1	1	1	1		
2.75		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
3		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
3.25		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
3.5		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
3.75		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
4		1	1	1	1		1	1	1	1	1		1	1	1	1	1	1		
Ratio of Family to Individual Deductible		1	0.656	0.663	0.669	0.674		0.68	0.685	0.69	0.696	0.7		0.705	0.723	0.746	1			
	1.25	0.8	0.807	0.812	0.818		0.823	0.829	0.834	0.839	0.844		0.849	0.867	0.888	1				
	1.5	0.894	0.896	0.902	0.907		0.911	0.916	0.92	0.924	0.927		0.933	0.943	0.958	1				
	1.75	0.951	0.954	0.958	0.962		0.966	0.968	0.971	0.973	0.978		0.98	0.988	1	1				
	2	0.99	0.992	0.995	0.995		1	1	1	1	1		1	1	1	1	1			
	2.25	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	2.5	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	2.75	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	3	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	3.25	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	3.5	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	3.75	1	1	1	1		1	1	1	1	1		1	1	1	1	1			
	4	1	1	1	1		1	1	1	1	1		1	1	1	1	1			

CHANGE
Depends on variety of plan benefits

Medical Effective Deductible Adjustment

Current		PBM UOP Max																		
		0	500	1000	1500	2000	2500	3000	4000	5000	7500	10000	15000	20000	25000	30000	35000	40000	45000	50000
Ratio of Family to Individual OOP Max	1	1	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92	0.92
	1.25	1	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94
	1.5	1	0.93	0.93	0.93	0.93	0.93	0.93	0.93	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.94
	1.75	1	0.94	0.94	0.94	0.94	0.94	0.94	0.94	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.95
	2	1	0.95	0.95	0.95	0.95	0.95	0.95	0.95	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96
	2.25	1	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.96	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97
	2.5	1	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97	0.97
	2.75	1	0.97	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.98
	3	1	0.98	0.98	0.98	0.98	0.98	0.98	0.98	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99
	3.25	1	0.98	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99
3.5	1	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	
3.75	1	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	
4	1	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	0.99	

Proposed

Proposed		PBM UOP Max															
		250	500	1000	1500	2000	2500	3000	4000	5000	5500	6000	6500	7000	8000	9000	9500
Ratio of Family to Individual OOP Max	1	0.484	0.484	0.484	0.484	0.484	0.507	0.529	0.561	0.579	0.591	0.603	0.618	0.621	0.623	0.625	0.626
	1.25	0.528	0.529	0.529	0.529	0.529	0.55	0.571	0.612	0.637	0.654	0.665	0.672	0.678	0.684	0.711	0.72
	1.5	0.627	0.627	0.629	0.629	0.629	0.645	0.669	0.705	0.728	0.74	0.748	0.77	0.779	0.784	0.791	0.804
	1.75	0.731	0.731	0.734	0.736	0.736	0.756	0.777	0.8	0.817	0.831	0.834	0.845	0.852	0.855	0.863	0.87
	2	0.79	0.79	0.793	0.796	0.796	0.811	0.824	0.842	0.853	0.861	0.864	0.871	0.876	0.878	0.883	0.886
	2.25	0.871	0.871	0.873	0.876	0.876	0.886	0.896	0.905	0.912	0.917	0.921	0.925	0.929	0.933	0.937	0.94
	2.5	0.897	0.897	0.901	0.905	0.905	0.907	0.909	0.939	0.943	0.946	0.947	0.955	0.96	0.97	0.98	0.99
	2.75	0.99	0.99	0.99	0.99	0.99	0.992	0.993	0.994	0.996	0.997	0.998	0.999	0.999	0.999	0.999	0.999
	3	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.997	0.998	0.999	0.999	0.999	0.999	0.999	0.999
	3.25	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.997	0.998	0.999	0.999	0.999	0.999	0.999	0.999
3.5	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.996	0.997	0.998	0.999	0.999	0.999	0.999	0.999	0.999	
3.75	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	0.999	
4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Ratio of Family to Individual OOP Max	1	0.63	0.635	0.641	0.654	0.665	0.677	0.686	0.701	0.71	0.716	0.727	0.731	0.73	0.734	0.734	0.734
	1.25	0.739	0.756	0.774	0.791	0.809	0.827	0.84	0.853	0.866	0.879	0.892	0.917	0.917	0.917	0.917	0.917
	1.5	0.813	0.821	0.826	0.84	0.852	0.862	0.871	0.881	0.891	0.899	0.909	0.917	0.925	0.933	0.941	0.949
	1.75	0.878	0.883	0.887	0.891	0.894	0.898	0.9	0.904	0.908	0.912	0.916	0.92	0.924	0.928	0.932	0.936
	2	0.89	0.894	0.898	0.901	0.905	0.909	0.913	0.917	0.921	0.925	0.929	0.933	0.937	0.941	0.945	0.949
	2.25	0.944	0.948	0.952	0.955	0.959	0.963	0.967	0.971	0.975	0.979	0.983	0.987	0.991	0.995	0.999	0.999
	2.5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	2.75	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	3.25	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
3.5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
3.75	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Ratio of Family to Individual OOP Max	1	0.966	0.981	Unlimited	1	1	1	1	1	1	1	1	1	1	1	1	1
	1.25	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	1.5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	1.75	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	2.25	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	2.5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	2.75	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	3	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
	3.25	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
3.5	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
3.75	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
4	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	

CHANGE

Depends on variety of plan benefits

Medical Base Claims

Current		Major Service Categories (dollars PMPM)						
Network	Inpatient (IP)	Outpatient (OP)	Primary Care Physician (PCP)	Emergency Room (ER)	Specialty Care Physician (SCP)	Other	Preventive Care	
Experience-Rated In-Network	126.99	172.32	19.5	32.17	84.1	10.93	21.58	
Experience-Rated Out-of-Network	184.13	249.87	28.28	46.65	121.95	15.85	31.29	

Proposed		Major Service Categories (dollars PMPM)						
Network	Inpatient (IP)	Outpatient (OP)	Primary Care Physician (PCP)	Emergency Room (ER)	Specialty Care Physician (SCP)	Other	Preventive Care	
Experience-Rated In-Network	\$128.18	\$156.66	\$14.92	\$29.36	\$62.75	\$6.68	\$18.45	
Experience-Rated Out-of-Network	\$2.48	\$6.52	\$1.23	\$0.08	\$4.68	\$0.64	\$0.37	

Change		Major Service Categories (dollars PMPM)						
Network	Inpatient (IP)	Outpatient (OP)	Primary Care Physician (PCP)	Emergency Room (ER)	Specialty Care Physician (SCP)	Other	Preventive Care	
Experience-Rated In-Network	0.9%	-9.1%	-23.5%	-8.7%	-25.4%	-38.9%	-14.5%	
Experience-Rated Out-of-Network	-98.7%	-97.4%	-95.7%	-99.8%	-96.2%	-96.0%	-98.8%	

Effective Deductible - Collective Adjustment

CURRENT

Deductible Multiplier	Deductible	Avg. Family Size: 2	Avg. Family Size: 3	Avg. Family Size: 4
1	0	1	1	1
1	50	0.635	0.441	0.352
1	100	0.63	0.437	0.335
1	150	0.633	0.437	0.334
1	200	0.633	0.439	0.335
1	300	0.635	0.441	0.338
1	400	0.639	0.444	0.339
1	500	0.644	0.447	0.342
1	750	0.657	0.459	0.349
1	1000	0.663	0.47	0.358
1	1500	0.688	0.489	0.369
1	2000	0.708	0.508	0.389
1	2250	0.714	0.518	0.396
1	2500	0.719	0.528	0.404
1	3000	0.731	0.54	0.421
1	3500	0.744	0.552	0.431
1	4000	0.754	0.565	0.441
1	4500	0.762	0.577	0.452
1	5000	0.772	0.588	0.463
1	5500	0.78	0.597	0.474
1	6000	0.787	0.608	0.484
1	6500	0.795	0.616	0.492
1	6850	0.8	0.625	0.502
1	7000	0.807	0.632	0.511
1	7500	0.807	0.632	0.511
1	8000	0.813	0.641	0.519
1	8500	0.818	0.648	0.527
1	9000	0.824	0.656	0.535
1	9500	0.828	0.66	0.545
1	10000	0.829	0.666	0.549
1	10500	0.833	0.674	0.559
1	11000	0.838	0.681	0.566
1	11500	0.843	0.69	0.572
1	12000	0.846	0.69	0.579
1	12500	0.851	0.7	0.584
1	13000	0.854	0.706	0.59
1	13500	0.857	0.712	0.596
1	14000	0.861	0.718	0.602
1	14500	0.864	0.723	0.607
1	15000	0.867	0.727	0.613
1	17000	0.879	0.744	0.634
1	20000	0.896	0.767	0.661

PROPOSED

Deductible	Avg. Family Size: 2	Avg. Family Size: 3	Avg. Family Size: 4	Avg. Family Size: 5
0	1	1	1	1
50	0.635	0.441	0.352	0.352
100	0.63	0.437	0.335	0.335
150	0.633	0.437	0.334	0.334
200	0.633	0.439	0.335	0.335
300	0.635	0.441	0.338	0.338
400	0.639	0.444	0.339	0.339
500	0.644	0.447	0.342	0.342
750	0.657	0.459	0.349	0.349
1000	0.663	0.47	0.358	0.358
1500	0.688	0.489	0.369	0.369
2000	0.708	0.508	0.389	0.389
2250	0.714	0.518	0.396	0.396
2500	0.719	0.528	0.404	0.404
3000	0.731	0.54	0.421	0.421
3500	0.744	0.552	0.431	0.431
4000	0.754	0.565	0.441	0.441
4500	0.762	0.577	0.452	0.452
5000	0.772	0.588	0.463	0.463
5500	0.78	0.597	0.474	0.474
6000	0.787	0.608	0.484	0.484
6500	0.795	0.616	0.492	0.492
6850	0.8	0.625	0.502	0.502
7000	0.807	0.632	0.511	0.511
7500	0.807	0.632	0.511	0.511
8000	0.813	0.641	0.519	0.519
8500	0.818	0.648	0.527	0.527
9000	0.824	0.656	0.535	0.535
9500	0.828	0.66	0.545	0.545
10000	0.829	0.666	0.549	0.549
10500	0.833	0.674	0.559	0.559
11000	0.838	0.681	0.566	0.566
11500	0.843	0.69	0.572	0.572
12000	0.846	0.69	0.579	0.579
12500	0.851	0.7	0.584	0.584
13000	0.854	0.706	0.59	0.59
13500	0.857	0.712	0.596	0.596
14000	0.861	0.718	0.602	0.602
14500	0.864	0.723	0.607	0.607
15000	0.867	0.727	0.613	0.613
17000	0.879	0.744	0.634	0.634
20000	0.896	0.767	0.661	0.661

CHANGE

Deductible	g. Family Size: 2	g. Family Size: 3	g. Family Size: 4	g. Family Size: 5
0	0.0%	0.0%	0.0%	N/A
50	0.0%	0.0%	0.0%	N/A
100	0.0%	0.0%	0.0%	N/A
150	0.0%	0.0%	0.0%	N/A
200	0.0%	0.0%	0.0%	N/A
300	0.0%	0.0%	0.0%	N/A
400	0.0%	0.0%	0.0%	N/A
500	0.0%	0.0%	0.0%	N/A
750	0.0%	0.0%	0.0%	N/A
1000	0.0%	0.0%	0.0%	N/A
1500	0.0%	0.0%	0.0%	N/A
2000	0.0%	0.0%	0.0%	N/A
2250	0.0%	0.0%	0.0%	N/A
2500	0.0%	0.0%	0.0%	N/A
3000	0.0%	0.0%	0.0%	N/A
3500	0.0%	0.0%	0.0%	N/A
4000	0.0%	0.0%	0.0%	N/A
4500	0.0%	0.0%	0.0%	N/A
5000	0.0%	0.0%	0.0%	N/A
5500	0.0%	0.0%	0.0%	N/A
6000	0.0%	0.0%	0.0%	N/A
6500	0.0%	0.0%	0.0%	N/A
6850	0.0%	0.0%	0.0%	N/A
7000	0.0%	0.0%	0.0%	N/A
7500	0.0%	0.0%	0.0%	N/A
8000	0.0%	0.0%	0.0%	N/A
8500	0.0%	0.0%	0.0%	N/A
9000	0.0%	0.0%	0.0%	N/A
9500	0.0%	0.0%	0.0%	N/A
10000	0.0%	0.0%	0.0%	N/A
10500	0.0%	0.0%	0.0%	N/A
11000	0.0%	0.0%	0.0%	N/A
11500	0.0%	0.0%	0.0%	N/A
12000	0.0%	0.0%	0.0%	N/A
12500	0.0%	0.0%	0.0%	N/A
13000	0.0%	0.0%	0.0%	N/A
13500	0.0%	0.0%	0.0%	N/A
14000	0.0%	0.0%	0.0%	N/A
14500	0.0%	0.0%	0.0%	N/A
15000	0.0%	0.0%	0.0%	N/A
17000	0.0%	0.0%	0.0%	N/A
20000	0.0%	0.0%	0.0%	N/A

Effective Deductible - Collective Adjustment

CURRENT

OOP Multiplier	OOP Max.	Avg. Family Size: 2	Avg. Family Size: 3	Avg. Family Size: 4
1	500	0.675	0.498	0.382
1	1000	0.675	0.498	0.382
1	1500	0.675	0.498	0.382
1	2000	0.7	0.52	0.404
1	2500	0.725	0.542	0.424
1	3000	0.767	0.588	0.444
1	4000	0.778	0.609	0.464
1	5000	0.784	0.612	0.484
1	5500	0.79	0.615	0.504
1	6000	0.801	0.623	0.524
1	7000	0.811	0.632	0.524
1	8000	0.818	0.632	0.524
1	9000	0.824	0.632	0.524
1	10000	0.828	0.637	0.527
1	11000	0.836	0.644	0.537
1	12000	0.836	0.647	0.541
1	13000	0.852	0.657	0.553
1	14000	0.868	0.662	0.564
1	15000	0.89	0.672	0.572
1	16000	0.893	0.69	0.581
1	17000	0.914	0.7	0.595
1	18000	0.928	0.711	0.601
1	19000	0.931	0.716	0.608
1	20000	0.95	0.726	0.616
1	25000	1	0.785	0.649
1	30000	1	0.819	0.69
1	35000	1	0.945	0.875
1	40000	1	0.973	0.905
1	45000	1	1	0.931
1	50000	1	1	0.962

PROPOSED

OOP Max.	Avg. Family Size: 2	Avg. Family Size: 3	Avg. Family Size: 4	Avg. Family Size: 5
500	0.675	0.498	0.382	0.382
1000	0.675	0.498	0.382	0.382
1500	0.675	0.498	0.382	0.382
2000	0.7	0.52	0.404	0.404
2500	0.725	0.542	0.424	0.424
3000	0.767	0.588	0.444	0.444
4000	0.778	0.609	0.464	0.464
5000	0.784	0.612	0.484	0.484
5500	0.79	0.615	0.504	0.504
6000	0.801	0.623	0.524	0.524
6500	0.806	0.628	0.524	0.524
7000	0.811	0.632	0.524	0.524
8000	0.818	0.632	0.524	0.524
9000	0.824	0.632	0.524	0.524
10000	0.828	0.637	0.527	0.527
11000	0.836	0.644	0.537	0.537
12000	0.836	0.647	0.541	0.541
13000	0.852	0.657	0.553	0.553
14000	0.868	0.662	0.564	0.564
15000	0.89	0.672	0.572	0.572
16000	0.893	0.69	0.581	0.581
17000	0.914	0.7	0.595	0.595
18000	0.928	0.711	0.601	0.601
19000	0.931	0.716	0.608	0.608
20000	0.95	0.726	0.616	0.616
25000	1	0.785	0.649	0.649
30000	1	0.819	0.69	0.69
35000	1	0.945	0.875	0.875
40000	1	0.973	0.905	0.905
45000	1	1	0.931	0.931
50000	1	1	0.962	0.962
Unlimited	1	1	1	1

CHANGE

Deductible	Avg. Family Size: 2	Avg. Family Size: 3	Avg. Family Size: 4	Avg. Family Size: 5
500	0.0%	0.0%	0.0%	N/A
1000	0.0%	0.0%	0.0%	N/A
1500	0.0%	0.0%	0.0%	N/A
2000	0.0%	0.0%	0.0%	N/A
2500	0.0%	0.0%	0.0%	N/A
3000	0.0%	0.0%	0.0%	N/A
4000	0.0%	0.0%	0.0%	N/A
5000	0.0%	0.0%	0.0%	N/A
5500	0.0%	0.0%	0.0%	N/A
6000	0.0%	0.0%	0.0%	N/A
6500	N/A	N/A	N/A	N/A
7000	0.0%	0.0%	0.0%	N/A
8000	0.0%	0.0%	0.0%	N/A
9000	0.0%	0.0%	0.0%	N/A
10000	0.0%	0.0%	0.0%	N/A
11000	0.0%	0.0%	0.0%	N/A
12000	0.0%	0.0%	0.0%	N/A
13000	0.0%	0.0%	0.0%	N/A
14000	0.0%	0.0%	0.0%	N/A
15000	0.0%	0.0%	0.0%	N/A
16000	0.0%	0.0%	0.0%	N/A
17000	0.0%	0.0%	0.0%	N/A
18000	0.0%	0.0%	0.0%	N/A
19000	0.0%	0.0%	0.0%	N/A
20000	0.0%	0.0%	0.0%	N/A
25000	0.0%	0.0%	0.0%	N/A
30000	0.0%	0.0%	0.0%	N/A
35000	0.0%	0.0%	0.0%	N/A
40000	0.0%	0.0%	0.0%	N/A
45000	0.0%	0.0%	0.0%	N/A
50000	0.0%	0.0%	0.0%	N/A
Unlimited	N/A	N/A	N/A	N/A

Community Rate Loads

Current Factors

Cigna Pathwell Specialty	N/A
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Proposed Factors

Cigna Pathwell Specialty - Min	0.97
Cigna Pathwell Specialty - Max	1.01

Change in Factors

Cigna Pathwell Specialty	N/A
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Current Factors

Diagnostic Indicators	Diagnostic Indicators may be used to perform additional risk assessment of the group.	
	0.95	Minimum
	1.05	Maximum

Proposed Factors

Diagnostic Indicators	Diagnostic Indicators may be used to	
	N/A	Minimum
	N/a	Maximum

Change

Removing this factor

Current Factors

Integrated Diabetic Program	0.9975
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Proposed Factors

Integrated Diabetic Program	N/A
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Change

Removing this factor

Current Factors

Telehealth Adjustment	1.01
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Proposed Factors

Telehealth Adjustment	N/A
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Change

Removing this factor

Industry Loads

Current Factors

Industry	Minimum	Maximum	Median
Agriculture	0.925	1.075	1
Mining	0.95	1.125	1.075
Construction	0.9	1.125	1
Manufacturing	0.825	1.075	0.95
Transportation, Communication, & Utilities	0.8	1.1	1
Wholesale Trade	0.875	1.05	0.9375
Retail Trade	0.925	1.1	1.025
Finance, Insurance and Real Estate	0.9	1.05	0.975
Services	0.85	1.125	1.025
Public Administration	0.9	1.05	0.975

Proposed Factors

Industry	Minimum	Maximum	Median
Agriculture	0.875	1.075	0.975
Mining	0.95	1.125	1.075
Construction	0.9	1.125	0.988
Manufacturing	0.825	1.075	0.95
Transportation, Communication, & Utilities	0.8	1.1	1
Wholesale Trade	0.875	1.05	0.938
Retail Trade	0.85	1.1	0.975
Finance, Insurance and Real Estate	0.9	1.05	0.975
Services	0.85	1.1	0.975
Public Administration	0.9	1.05	0.975

Change in Factors

Industry	Minimum	Maximum	Median
Agriculture	-5.4%	0.0%	-2.5%
Mining	0.0%	0.0%	0.0%
Construction	0.0%	0.0%	-1.2%
Manufacturing	0.0%	0.0%	0.0%
Transportation, Communication, & Utilities	0.0%	0.0%	0.0%
Wholesale Trade	0.0%	0.0%	0.1%
Retail Trade	-8.1%	0.0%	-4.9%
Finance, Insurance and Real Estate	0.0%	0.0%	0.0%
Services	0.0%	-2.2%	-4.9%
Public Administration	0.0%	0.0%	0.0%

Community Rate Loads

Current Factors

Rider	Methodology
Infertility Treatment – Buy Up #2	$\text{Base Cost PMPM} = 3.1311 \times \left[\frac{\text{Max}}{57896.14} \right]^{0.1}$ 5.27728 cap on coverage
Embarc Benefit Protection	N/A
Hearing Aids	1.002
Varicose Veins	1.002

Proposed Factors

Rider	Methodology
Infertility Treatment – Buy Up #2	$\text{Base Cost PMPM} = 4.66 \times \left[\frac{\text{Max}}{57896.14} \right]^{0.1}$ 6.16 cap on coverage
Embarc Benefit Protection	Cap adj: \$0.69 PMPM FFS adj: -\$0.34 PMPM
Hearing Aids	1.001
Varicose Veins	1.001

Change

Rider	Methodology
Infertility Treatment – Buy Up #2	Varies based upon coverage limit
Embarc Benefit Protection	N/A N/A
Hearing Aids	-0.1%
Varicose Veins	-0.1%

Vision

Vision - Frequency Factors

Service	Current		Proposed		Change	
	12 month	24 month	12 month	24 month	12 month	24 month
Exam (Exam Only Plans)	1	0.7	1	0.7	0.0%	0.0%
Exam (Comprehensive Plans)	1	0.635	1	0.635	0.0%	0.0%
Lenses: Single Vision	1	0.78	1	0.78	0.0%	0.0%
Lenses: Bifocal	1	0.78	1	0.78	0.0%	0.0%
Lenses: Trifocal	1	0.78	1	0.78	0.0%	0.0%
Lenses: Lenticular	1	0.78	1	0.78	0.0%	0.0%
Lenses: Progressive	1	0.78	1	0.78	0.0%	0.0%
Frames	1	0.78	1	0.78	0.0%	0.0%
Contact Lenses: Elective	1	0.67	1	0.67	0.0%	0.0%
Contact Lenses: Therapeutic	1	0.67	1	0.67	0.0%	0.0%
Materials	1	0.67	1	0.78	0.0%	16.4%

Rx Script Channel Distribution Assumptions
Used in Rx Pricing (Facets and Proclaim)

Current			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	30%	65%	65%	59%	55%	69%	45%
		M1	10%	55%	28%	36%	21%	58%	41%
		M2	11%	56%	29%	37%	22%	60%	41%
		M3	12%	58%	30%	38%	22%	61%	41%
		M0	9%	53%	27%	35%	20%	56%	41%
	Narrow	N	50%	76%	71%	73%	65%	79%	37%
		M1	11%	51%	30%	40%	23%	47%	28%
		M2	12%	53%	31%	41%	23%	49%	28%
		M3	13%	55%	32%	42%	24%	50%	28%
		M0	10%	50%	29%	38%	22%	46%	28%
NONE	Broad	N	72%	89%	81%	83%	76%	86%	48%

R90			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	58%	30%	25%	37%	33%	24%	0%
		M1	51%	26%	41%	33%	43%	23%	0%
		M2	50%	24%	41%	32%	43%	21%	0%
		M3	49%	23%	40%	31%	42%	20%	0%
		M0	52%	27%	42%	34%	44%	24%	0%
	Narrow	N	33%	17%	15%	19%	16%	13%	0%
		M1	50%	29%	39%	32%	37%	30%	0%
		M2	49%	27%	38%	30%	37%	29%	0%
		M3	48%	26%	38%	30%	36%	28%	0%
		M0	51%	30%	40%	33%	38%	31%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

MOD			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	12%	5%	10%	5%	13%	7%	55%
		M1	39%	20%	31%	31%	36%	19%	59%
		M2	39%	20%	31%	31%	36%	19%	59%
		M3	39%	19%	30%	31%	35%	18%	59%
		M0	39%	20%	31%	32%	36%	20%	59%
	Narrow	N	17%	7%	14%	7%	18%	8%	63%
		M1	40%	20%	31%	29%	40%	23%	72%
		M2	39%	20%	31%	29%	40%	22%	72%
		M3	39%	19%	30%	28%	40%	22%	72%
		M0	40%	20%	31%	29%	40%	23%	72%
NONE	Broad	N	28%	11%	19%	17%	24%	14%	52%

Proposed			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	28%	65%	63%	54%	49%	68%	46%
		M1	8%	52%	21%	31%	17%	65%	47%
		M2	9%	54%	22%	32%	18%	67%	47%
		M3	9%	56%	23%	33%	19%	69%	47%
		M0	7%	51%	20%	30%	17%	63%	47%
	Narrow	N	48%	75%	69%	65%	64%	76%	40%
		M1	10%	51%	26%	38%	26%	45%	31%
		M2	11%	52%	27%	39%	27%	46%	31%
		M3	12%	54%	28%	40%	28%	48%	31%
		M0	9%	49%	25%	36%	25%	43%	31%
NONE	Broad	N	75%	90%	82%	84%	80%	86%	51%

R90			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	63%	31%	29%	38%	41%	28%	0%
		M1	61%	32%	32%	42%	41%	28%	0%
		M2	60%	30%	51%	42%	60%	21%	0%
		M3	60%	29%	51%	41%	60%	20%	0%
		M0	62%	33%	53%	44%	61%	22%	0%
	Narrow	N	37%	19%	18%	24%	24%	16%	0%
		M1	58%	34%	48%	40%	52%	35%	0%
		M2	57%	32%	48%	39%	51%	34%	0%
		M3	56%	31%	47%	38%	51%	33%	0%
		M0	58%	35%	49%	41%	53%	36%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

MOD			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	10%	4%	9%	8%	10%	7%	54%
		M1	31%	16%	27%	26%	22%	12%	53%
		M2	31%	16%	27%	26%	22%	12%	53%
		M3	31%	15%	27%	25%	21%	11%	53%
		M0	31%	16%	27%	26%	22%	13%	53%
	Narrow	N	15%	6%	13%	11%	13%	8%	69%
		M1	32%	16%	25%	22%	22%	20%	69%
		M2	32%	16%	25%	22%	22%	20%	69%
		M3	32%	15%	25%	22%	21%	19%	69%
		M0	33%	16%	25%	23%	22%	20%	69%
NONE	Broad	N	25%	10%	18%	16%	20%	14%	49%

Change			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	-2%	0%	2%	6%	6%	1%	1%
		M1	-2%	-3%	-7%	-5%	-4%	-7%	6%
		M2	-2%	-2%	-7%	-5%	-4%	-7%	6%
		M3	-3%	-2%	-7%	-5%	-3%	-8%	6%
		M0	-2%	-2%	-7%	-5%	-3%	-7%	6%
	Narrow	N	-2%	-1%	2%	8%	1%	-3%	3%
		M1	-1%	0%	4%	2%	3%	-2%	3%
		M2	-1%	-1%	4%	2%	4%	-3%	3%
		M3	-1%	-1%	4%	2%	4%	-2%	3%
		M0	-1%	-1%	3%	2%	4%	-2%	3%
NONE	Broad	N	3%	1%	1%	4%	0%	3%	

R90			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	5%	1%	4%	1%	8%	2%	0%
		M1	10%	6%	11%	10%	17%	0%	0%
		M2	10%	6%	10%	10%	17%	0%	0%
		M3	11%	6%	11%	10%	18%	0%	0%
		M0	10%	6%	11%	10%	17%	1%	0%
	Narrow	N	4%	2%	3%	5%	8%	3%	0%
		M1	8%	5%	9%	8%	15%	5%	0%
		M2	8%	5%	10%	9%	14%	5%	0%
		M3	8%	5%	9%	8%	15%	5%	0%
		M0	7%	5%	9%	8%	15%	5%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

MOD			R30						
Retail 90	Network	Program	Preventive vs Generics	Non-Preventive vs Generics	Preventive vs Preferred Brands	Non-Preventive vs Preferred Brands	Preventive vs Non-Preferred Brands	Non-Preventive vs Non-Preferred Brands	Specialty
R90	Broad	N	-2%	-1%	-1%	3%	-3%	0%	-1%
		M1	-8%	-4%	-4%	5%	-14%	-7%	-6%
		M2	-8%	-4%	-4%	5%	-14%	-7%	-6%
		M3	-8%	-4%	-3%	6%	-14%	-7%	-6%
		M0	-8%	-4%	-4%	6%	-14%	-7%	-6%
	Narrow	N	-2%	-1%	-1%	4%	-5%	0%	-3%
		M1	-8%	-4%	-6%	7%	-18%	-3%	-3%
		M2	-7%	-4%	-6%	7%	-18%	-2%	-3%
		M3	-7%	-4%	-6%	6%	-19%	-3%	-3%
		M0	-7%	-4%	-6%	6%	-18%	-3%	-3%
NONE	Broad	N	-3%	-1%	-1%	-1%	-4%	0%	-3%

Rx AWP Channel Distribution Assumptions
Used in Rx Pricing (Facets and Proclaim)

Current			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	30%	68%	62%	64%	56%	71%	36%
		M1	10%	52%	25%	50%	23%	59%	34%
		M2	11%	54%	25%	50%	24%	60%	34%
		M3	12%	56%	26%	51%	24%	62%	34%
		M0	8%	50%	25%	49%	23%	57%	34%
	Narrow	N	49%	77%	67%	76%	65%	82%	29%
		M1	10%	50%	25%	50%	21%	59%	23%
		M2	11%	52%	25%	51%	22%	61%	23%
		M3	12%	54%	25%	51%	22%	62%	23%
		M0	9%	48%	24%	50%	21%	58%	23%
NONE	Broad	N	69%	88%	77%	85%	75%	85%	38%

Current			R90						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	57%	26%	25%	30%	30%	15%	0%
		M1	49%	25%	40%	25%	42%	14%	0%
		M2	47%	23%	40%	25%	42%	13%	0%
		M3	47%	23%	40%	24%	41%	13%	0%
		M0	50%	27%	40%	26%	42%	15%	0%
	Narrow	N	32%	14%	16%	16%	15%	8%	0%
		M1	49%	28%	41%	25%	36%	19%	0%
		M2	48%	26%	41%	25%	36%	18%	0%
		M3	47%	25%	40%	24%	36%	18%	0%
		M0	50%	29%	41%	26%	37%	20%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

Current			MOD						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	13%	6%	13%	6%	14%	8%	64%
		M1	42%	23%	35%	25%	35%	27%	66%
		M2	42%	23%	35%	25%	35%	27%	66%
		M3	41%	22%	35%	25%	34%	26%	66%
		M0	42%	23%	35%	25%	35%	28%	66%
	Narrow	N	19%	9%	17%	8%	20%	10%	71%
		M1	41%	22%	34%	25%	42%	21%	77%
		M2	41%	22%	34%	25%	42%	21%	77%
		M3	40%	21%	34%	24%	42%	20%	77%
		M0	41%	23%	35%	25%	43%	22%	77%
NONE	Broad	N	31%	12%	23%	15%	25%	15%	62%

Proposed			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	28%	67%	61%	69%	47%	77%	36%
		M1	7%	51%	18%	47%	16%	62%	38%
		M2	8%	53%	18%	48%	17%	63%	38%
		M3	9%	55%	18%	48%	17%	65%	38%
		M0	6%	49%	17%	47%	16%	60%	38%
	Narrow	N	47%	76%	67%	74%	63%	80%	31%
		M1	9%	50%	21%	50%	21%	56%	24%
		M2	10%	52%	22%	50%	21%	58%	24%
		M3	12%	54%	22%	51%	22%	59%	24%
		M0	8%	48%	21%	49%	20%	55%	24%
NONE	Broad	N	74%	89%	79%	87%	77%	85%	40%

Proposed			R90						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	61%	28%	28%	29%	39%	16%	0%
		M1	60%	31%	51%	33%	59%	20%	0%
		M2	59%	29%	50%	33%	59%	19%	0%
		M3	59%	28%	50%	32%	58%	19%	0%
		M0	61%	32%	51%	34%	59%	21%	0%
	Narrow	N	36%	17%	18%	17%	22%	9%	0%
		M1	57%	33%	50%	31%	52%	25%	0%
		M2	56%	31%	50%	31%	52%	24%	0%
		M3	55%	30%	50%	30%	52%	23%	0%
		M0	58%	34%	50%	32%	52%	25%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

Proposed			MOD						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	11%	5%	11%	8%	15%	8%	64%
		M1	32%	19%	32%	19%	25%	18%	62%
		M2	32%	18%	32%	19%	25%	17%	62%
		M3	32%	18%	32%	19%	25%	17%	62%
		M0	33%	19%	32%	19%	25%	19%	62%
	Narrow	N	16%	8%	15%	10%	16%	10%	69%
		M1	34%	18%	29%	19%	27%	19%	76%
		M2	34%	18%	29%	19%	27%	19%	76%
		M3	33%	17%	29%	19%	26%	18%	76%
		M0	34%	18%	29%	19%	27%	20%	76%
NONE	Broad	N	26%	11%	21%	13%	23%	15%	60%

Change			R30						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	-2%	-1%	-1%	2%	9%	0%	0%
		M1	-3%	-1%	-7%	-3%	7%	3%	4%
		M2	-3%	-1%	-7%	-2%	7%	3%	4%
		M3	-3%	-1%	-8%	-3%	7%	3%	4%
		M0	-2%	-1%	-8%	-2%	7%	3%	4%
	Narrow	N	-2%	-1%	0%	-2%	-2%	-2%	-2%
		M1	-1%	0%	-4%	0%	0%	-3%	-1%
		M2	-1%	0%	-3%	-1%	-1%	-3%	-1%
		M3	0%	0%	-3%	0%	0%	-3%	-1%
		M0	-1%	0%	-3%	-1%	-1%	-3%	-1%
NONE	Broad	N	5%	1%	2%	2%	2%	0%	

Change			R90						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	4%	2%	3%	4%	9%	1%	0%
		M1	11%	6%	11%	8%	17%	8%	0%
		M2	12%	6%	10%	8%	17%	8%	0%
		M3	12%	6%	10%	8%	17%	8%	0%
		M0	11%	5%	11%	8%	17%	8%	0%
	Narrow	N	4%	3%	2%	1%	7%	1%	0%
		M1	8%	5%	9%	6%	16%	6%	0%
		M2	8%	5%	9%	6%	16%	6%	0%
		M3	8%	5%	10%	6%	16%	5%	0%
		M0	8%	5%	9%	6%	15%	5%	0%
NONE	Broad	N	0%	0%	0%	0%	0%	0%	

Change			MOD						
Retail 90	Network	Program	Preventive Generics	Non-Preventive Generics	Preventive Preferred Brands	Non-Preventive Preferred Brands	Preventive Non-Preferred Brands	Non-Preventive Non-Preferred Brands	Specialty
R90	Broad	N	-2%	-1%	-2%	2%	1%	0%	0%
		M1	-10%	-4%	-3%	-6%	-10%	-8%	-4%
		M2	-10%	-5%	-3%	-6%	-10%	-8%	-4%
		M3	-9%	-4%	-3%	-6%	-9%	-8%	-4%
		M0	-9%	-4%	-3%	-6%	-10%	-9%	-4%
	Narrow	N	-3%	-1%	-2%	2%	-4%	0%	-2%
		M1	-7%	-4%	-5%	-6%	-15%	-2%	-1%
		M2	-7%	-4%	-5%	-6%	-15%	-2%	-1%
		M3	-7%	-4%	-5%	-6%	-16%	-2%	-1%
		M0	-7%	-5%	-6%	-6%	-16%	-2%	-1%
NONE	Broad	N	-5%	-1%	-2%	-2%	-2%	0%	

Pharmacy Trend

Pharmacy Trend		Current				Proposed				Change						
CO	Formulary	Drug Type	2019/2018	2020/2019	2021/2020	2022/2021	2019/2018	2020/2019	2021/2020	2022/2021	2023/2022	2019/2018	2020/2019	2021/2020	2022/2021	2023/2022
Cost Trend	Legacy	Generic	5.20%	5.20%	5.20%	5.20%	5.09%	6.24%	3.45%	8.07%	5.30%	-0.11%	1.04%	-1.75%	2.87%	
		Brand	10.70%	9.20%	9.20%	9.20%	10.62%	7.93%	5.11%	3.25%	13.51%	-0.08%	-1.27%	-4.09%	-5.95%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.74%	30.68%	9.48%	7.74%	8.71%	-0.56%	10.58%	-10.62%	-12.36%	
	Standard	Generic	3.40%	2.90%	2.90%	2.90%	3.15%	5.35%	1.73%	2.96%	3.77%	-0.25%	2.45%	-1.17%	0.06%	
		Brand	12.00%	11.80%	11.80%	11.80%	12.38%	7.17%	6.01%	11.05%	13.90%	0.38%	-4.63%	-5.79%	-0.75%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.75%	30.71%	9.50%	7.76%	8.73%	-0.55%	10.61%	-10.60%	-12.34%	
	Value	Generic	5.20%	5.20%	5.20%	5.20%	5.09%	6.24%	3.45%	8.07%	5.30%	-0.11%	1.04%	-1.75%	2.87%	
		Brand	10.70%	9.20%	9.20%	9.20%	10.62%	7.93%	5.11%	3.25%	13.51%	-0.08%	-1.27%	-4.09%	-5.95%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.74%	30.68%	9.48%	7.74%	8.71%	-0.56%	10.58%	-10.62%	-12.36%	
	ValueDRT	Generic	4.10%	3.80%	3.80%	3.80%	4.13%	5.39%	2.54%	2.96%	3.77%	0.03%	1.59%	-1.26%	-0.84%	
		Brand	9.60%	7.80%	7.80%	7.80%	9.61%	7.07%	4.18%	11.05%	13.90%	0.01%	-0.73%	-3.62%	-3.25%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.78%	30.71%	9.50%	7.76%	8.73%	-0.54%	10.61%	-10.60%	-12.34%	
	Advantage	Generic	5.20%	5.20%	5.20%	5.20%	5.09%	6.24%	3.45%	8.07%	5.30%	-0.11%	1.04%	-1.75%	2.87%	
		Brand	10.70%	9.20%	9.20%	9.20%	10.62%	7.93%	5.11%	3.25%	13.51%	-0.08%	-1.27%	-4.09%	-5.95%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.74%	30.68%	9.48%	7.74%	8.71%	-0.56%	10.58%	-10.62%	-12.36%	
	AdvantageDRT	Generic	4.10%	3.80%	3.80%	3.80%	4.13%	5.39%	2.54%	2.96%	3.77%	0.03%	1.59%	-1.26%	-0.84%	
		Brand	9.60%	7.80%	7.80%	7.80%	9.61%	7.07%	4.18%	11.05%	13.90%	0.01%	-0.73%	-3.62%	-3.25%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.78%	30.71%	9.50%	7.76%	8.73%	-0.54%	10.61%	-10.60%	-12.34%	
	Performance	Generic	3.40%	2.90%	2.90%	2.90%	3.15%	5.35%	1.73%	2.96%	3.77%	-0.25%	2.45%	-1.17%	0.06%	
		Brand	12.00%	11.80%	11.80%	11.80%	12.38%	7.17%	6.01%	11.05%	13.90%	0.38%	-4.63%	-5.79%	-0.75%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.75%	30.71%	9.50%	7.76%	8.73%	-0.55%	10.61%	-10.60%	-12.34%	
	Performance 4Tier	Generic	3.40%	2.90%	2.90%	2.90%	3.15%	5.35%	1.73%	2.96%	3.77%	-0.25%	2.45%	-1.17%	0.06%	
		Brand	12.00%	11.80%	11.80%	11.80%	12.38%	7.17%	6.01%	11.05%	13.90%	0.38%	-4.63%	-5.79%	-0.75%	
		Specialty	8.30%	20.10%	20.10%	20.10%	7.75%	30.71%	9.50%	7.76%	8.73%	-0.55%	10.61%	-10.60%	-12.34%	
Performance 4Tier	Generic	5.20%	5.20%	5.20%	5.20%	5.09%	6.24%	3.45%	8.07%	5.30%	-0.11%	1.04%	-1.75%	2.87%		
	Brand	10.70%	9.20%	9.20%	9.20%	10.62%	7.93%	5.11%	3.25%	13.51%	-0.08%	-1.27%	-4.09%	-5.95%		
	Specialty	8.30%	20.10%	20.10%	20.10%	7.74%	30.68%	9.48%	7.74%	8.71%	-0.56%	10.58%	-10.62%	-12.36%		
Advantage 4Tier	Generic	2.70%	2.10%	2.10%	2.10%	3.58%	1.00%	2.80%	0.16%	0.16%	0.88%	-1.10%	0.70%	-1.94%		
	Brand	-9.10%	-7.90%	-7.90%	-7.90%	-8.37%	5.05%	10.30%	-2.18%	-2.60%	0.73%	12.95%	18.20%	5.72%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Advantage 4Tier	Generic	2.70%	2.10%	2.10%	2.10%	3.58%	1.00%	2.80%	0.16%	0.16%	0.88%	-1.10%	0.70%	-1.94%		
	Brand	-9.10%	-7.90%	-7.90%	-7.90%	-8.37%	5.05%	10.30%	-2.18%	-2.60%	0.73%	12.95%	18.20%	5.72%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Advantage 4Tier	Generic	2.20%	1.70%	1.70%	1.70%	3.21%	0.65%	2.43%	0.01%	0.63%	1.01%	-1.05%	0.73%	-1.69%		
	Brand	-13.20%	-12.30%	-12.30%	-12.30%	-12.38%	2.85%	8.47%	-4.27%	-6.34%	0.82%	15.15%	20.77%	8.03%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Performance	Generic	2.70%	2.10%	2.10%	2.10%	3.52%	0.92%	2.67%	0.01%	0.63%	0.82%	-1.18%	0.57%	-2.09%		
	Brand	-11.00%	-10.10%	-10.10%	-10.10%	-10.23%	2.95%	8.26%	-4.27%	-6.34%	0.77%	13.05%	18.36%	5.83%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Performance 4Tier	Generic	2.70%	2.10%	2.10%	2.10%	3.52%	0.92%	2.67%	0.01%	0.63%	0.82%	-1.18%	0.57%	-2.09%		
	Brand	-11.00%	-10.10%	-10.10%	-10.10%	-10.23%	2.95%	8.26%	-4.27%	-6.34%	0.77%	13.05%	18.36%	5.83%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Performance 4Tier	Generic	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
	Brand	-11.00%	-10.10%	-10.10%	-10.10%	-10.23%	2.95%	8.26%	-4.27%	-6.34%	0.77%	13.05%	18.36%	5.83%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Generics Only	Generic	2.70%	2.10%	2.10%	2.10%	3.58%	1.00%	2.80%	0.16%	0.16%	0.88%	-1.10%	0.70%	-1.94%		
	Brand	-9.10%	-7.90%	-7.90%	-7.90%	-8.37%	5.05%	10.30%	-2.18%	-2.60%	0.73%	12.95%	18.20%	5.72%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		
Advantage 4Tier	Generic	2.70%	2.10%	2.10%	2.10%	3.58%	1.00%	2.80%	0.16%	0.16%	0.88%	-1.10%	0.70%	-1.94%		
	Brand	-9.10%	-7.90%	-7.90%	-7.90%	-8.37%	5.05%	10.30%	-2.18%	-2.60%	0.73%	12.95%	18.20%	5.72%		
	Specialty	10.00%	-5.60%	-5.60%	-5.60%	7.80%	-9.33%	6.51%	5.42%	5.55%	-2.20%	-3.73%	12.11%	11.02%		

Rx Area Factors

	State	Minimum Area Factor	Maximum Area Factor
Current	VT	0.76	0.76
Proposed	VT	0.86	0.86
Change		13.2%	13.2%

Pharmacy: CPD (Cost per Script)

CURRENT	PROPOSED				3 Tier Plan				4 Tier Plan				
	Generic	Preferred Brand	Non-Preferred Brand	Specialty	Probability	Generic	Preferred Brand	Non-Preferred Brand	Specialty	Generic	Preferred Brand	Non-Preferred Brand	Specialty
\$1.68%	\$0.00	\$0.00	\$0.00	\$0.00	14.42%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
16.97%	\$0.46	\$7.31	\$12.31	\$16.93	2.56%	\$9.06	\$9.69	\$18.86	\$9.06	\$9.69	\$18.86	\$26.80	\$26.80
7.47%	\$14.41	\$44.15	\$54.42	\$54.42	14.54%	\$14.54	\$45.69	\$40.98	\$14.58	\$45.71	\$40.98	\$38.57	\$38.57
5.21%	\$17.98	\$47.66	\$67.33	\$48.78	2.56%	\$16.21	\$47.36	\$48.02	\$16.19	\$47.36	\$48.02	\$68.14	\$68.14
3.68%	\$19.03	\$54.15	\$75.77	\$54.92	2.79%	\$16.77	\$56.00	\$68.76	\$16.78	\$54.95	\$68.76	\$58.42	\$58.42
3.02%	\$20.20	\$69.41	\$109.40	\$69.62	2.55%	\$17.06	\$54.45	\$61.48	\$17.09	\$54.39	\$61.48	\$66.00	\$66.00
2.71%	\$20.70	\$70.40	\$105.66	\$66.71	2.38%	\$18.60	\$65.29	\$61.95	\$18.58	\$63.25	\$91.82	\$64.87	\$64.87
2.25%	\$24.70	\$86.55	\$115.31	\$52.28	2.21%	\$19.05	\$75.45	\$112.59	\$19.03	\$75.43	\$112.59	\$58.10	\$58.10
1.93%	\$25.62	\$88.38	\$111.23	\$66.24	2.07%	\$19.40	\$75.79	\$116.06	\$19.39	\$75.79	\$116.06	\$57.92	\$57.92
1.64%	\$26.58	\$89.47	\$103.12	\$66.24	1.99%	\$19.94	\$85.83	\$116.24	\$19.92	\$82.80	\$119.24	\$57.62	\$57.62
1.41%	\$27.51	\$91.07	\$102.87	\$61.18	1.86%	\$20.38	\$87.28	\$122.53	\$20.35	\$87.25	\$122.52	\$64.24	\$64.24
1.22%	\$28.32	\$104.26	\$115.82	\$63.23	1.76%	\$20.84	\$92.09	\$121.39	\$20.81	\$92.04	\$121.39	\$65.56	\$65.56
1.07%	\$29.43	\$105.28	\$137.46	\$66.50	1.67%	\$21.09	\$92.27	\$130.23	\$21.08	\$92.27	\$130.25	\$64.64	\$64.64
0.96%	\$30.78	\$119.78	\$144.25	\$66.22	0.98%	\$21.45	\$97.24	\$138.62	\$21.40	\$97.24	\$138.62	\$109.32	\$109.32
0.86%	\$31.96	\$122.00	\$144.03	\$79.50	1.76%	\$21.81	\$98.67	\$133.97	\$21.79	\$98.65	\$133.91	\$82.47	\$82.47
0.78%	\$32.58	\$126.05	\$150.03	\$67.15	1.63%	\$22.47	\$101.94	\$137.87	\$22.43	\$101.93	\$137.97	\$68.47	\$68.47
0.71%	\$33.14	\$132.63	\$145.75	\$66.24	1.53%	\$22.71	\$108.70	\$148.85	\$22.68	\$108.67	\$147.72	\$67.67	\$67.67
0.66%	\$33.99	\$136.38	\$153.66	\$158.18	1.66%	\$23.15	\$113.11	\$144.81	\$23.09	\$112.99	\$143.81	\$85.66	\$85.66
0.59%	\$36.61	\$143.18	\$190.68	\$213.32	1.53%	\$23.55	\$114.33	\$158.86	\$23.51	\$114.23	\$155.27	\$127.52	\$127.52
0.57%	\$36.62	\$148.38	\$224.69	\$316.06	1.42%	\$23.76	\$121.57	\$153.46	\$23.71	\$121.41	\$150.03	\$113.10	\$113.10
0.56%	\$36.99	\$153.77	\$275.54	\$217.40	1.54%	\$24.33	\$122.96	\$168.60	\$24.28	\$122.86	\$163.38	\$147.62	\$147.62
0.52%	\$38.38	\$168.68	\$163.76	\$258.48	1.42%	\$24.71	\$126.24	\$175.34	\$24.65	\$126.05	\$168.30	\$148.30	\$148.30
0.79%	\$40.32	\$173.79	\$230.80	\$258.74	1.63%	\$25.26	\$130.41	\$173.86	\$25.20	\$129.94	\$167.40	\$152.27	\$152.27
0.71%	\$41.25	\$181.78	\$240.37	\$251.05	1.51%	\$25.88	\$136.78	\$176.52	\$25.82	\$136.51	\$165.84	\$199.82	\$199.82
0.62%	\$43.05	\$194.65	\$275.54	\$247.40	1.40%	\$26.47	\$143.33	\$182.23	\$26.41	\$142.86	\$173.94	\$173.94	\$173.94
0.56%	\$44.75	\$198.76	\$249.98	\$258.40	1.02%	\$27.00	\$144.27	\$182.23	\$27.14	\$143.94	\$183.14	\$172.98	\$172.98
0.52%	\$46.13	\$212.62	\$272.67	\$287.04	1.74%	\$27.88	\$155.61	\$191.66	\$27.81	\$152.12	\$182.90	\$230.46	\$230.46
0.48%	\$47.63	\$213.25	\$284.40	\$238.68	2.08%	\$28.89	\$157.60	\$193.69	\$28.81	\$155.46	\$186.23	\$223.00	\$223.00
0.44%	\$47.77	\$213.25	\$275.54	\$247.40	1.87%	\$29.81	\$169.83	\$200.81	\$29.81	\$169.83	\$185.15	\$151.28	\$151.28
0.40%	\$48.98	\$227.89	\$278.28	\$268.88	2.05%	\$30.63	\$174.14	\$205.63	\$30.52	\$169.86	\$199.56	\$234.11	\$234.11
0.37%	\$48.85	\$236.84	\$265.39	\$227.62	1.79%	\$31.23	\$179.61	\$211.23	\$31.12	\$177.75	\$206.30	\$230.50	\$230.50
1.48%	\$52.03	\$249.72	\$280.05	\$269.33	1.59%	\$32.08	\$188.60	\$222.85	\$31.97	\$184.23	\$213.66	\$229.34	\$229.34
0.48%	\$52.93	\$254.54	\$480.67	\$267.78	1.41%	\$32.86	\$193.73	\$232.86	\$32.84	\$192.69	\$213.43	\$266.15	\$266.15
0.77%	\$56.28	\$322.01	\$348.33	\$466.41	1.51%	\$33.06	\$204.73	\$234.71	\$32.89	\$203.95	\$224.37	\$287.96	\$287.96
0.62%	\$56.85	\$345.78	\$367.52	\$511.13	1.35%	\$33.71	\$215.90	\$245.30	\$33.55	\$209.52	\$234.54	\$398.08	\$398.08
0.48%	\$56.84	\$365.93	\$399.10	\$474.41	1.20%	\$33.73	\$225.92	\$248.29	\$33.53	\$218.84	\$239.95	\$372.77	\$372.77
0.41%	\$57.84	\$384.84	\$422.66	\$484.84	1.08%	\$34.21	\$235.92	\$252.46	\$33.95	\$224.46	\$248.43	\$484.84	\$484.84
0.32%	\$55.84	\$437.34	\$450.00	\$741.88	0.97%	\$34.21	\$238.75	\$263.32	\$33.99	\$234.87	\$255.96	\$298.49	\$298.49
0.32%	\$53.27	\$445.14	\$482.46	\$702.22	0.92%	\$34.32	\$251.66	\$269.08	\$34.07	\$244.88	\$260.47	\$390.38	\$390.38
0.27%	\$56.35	\$483.35	\$498.92	\$656.10	0.84%	\$33.99	\$255.91	\$280.31	\$34.03	\$254.83	\$267.77	\$528.14	\$528.14
0.25%	\$56.35	\$483.35	\$498.92	\$656.10	0.78%	\$34.65	\$270.58	\$286.04	\$34.37	\$258.96	\$271.94	\$580.16	\$580.16
0.19%	\$58.80	\$495.62	\$518.02	\$827.37	0.72%	\$34.56	\$278.13	\$295.54	\$34.18	\$268.25	\$272.88	\$606.93	\$606.93
0.16%	\$61.76	\$494.88	\$543.80	\$868.10	0.67%	\$34.38	\$282.51	\$308.58	\$33.89	\$271.85	\$283.64	\$637.39	\$637.39
0.14%	\$65.61	\$528.02	\$656.17	\$868.41	0.62%	\$34.71	\$288.95	\$313.70	\$34.25	\$279.73	\$288.37	\$626.00	\$626.00
0.13%	\$65.01	\$528.01	\$675.33	\$1,215.00	0.54%	\$34.41	\$290.86	\$324.26	\$33.94	\$282.48	\$289.95	\$676.42	\$676.42
0.12%	\$64.88	\$558.92	\$624.70	\$1,186.67	0.54%	\$35.13	\$305.64	\$317.82	\$34.53	\$291.55	\$296.47	\$654.46	\$654.46
0.11%	\$62.70	\$571.56	\$676.44	\$1,207.81	0.50%	\$35.73	\$314.59	\$331.09	\$35.11	\$295.75	\$297.54	\$733.82	\$733.82
0.10%	\$61.47	\$611.67	\$702.97	\$1,207.81	0.47%	\$35.95	\$318.64	\$345.73	\$35.09	\$301.61	\$305.37	\$893.30	\$893.30
0.10%	\$60.61	\$636.74	\$703.99	\$1,346.73	0.44%	\$36.73	\$331.31	\$358.12	\$35.06	\$301.97	\$313.86	\$667.47	\$667.47
0.08%	\$64.71	\$618.15	\$725.15	\$1,360.78	0.42%	\$35.81	\$319.21	\$358.61	\$34.67	\$306.27	\$330.46	\$639.44	\$639.44
0.08%	\$64.03	\$611.69	\$725.73	\$1,466.11	0.39%	\$36.24	\$326.77	\$357.55	\$35.96	\$309.40	\$325.15	\$783.05	\$783.05
0.07%	\$64.52	\$637.94	\$741.41	\$1,427.22	0.37%	\$35.14	\$331.16	\$379.36	\$35.13	\$313.43	\$331.13	\$794.18	\$794.18
0.06%	\$66.06	\$644.66	\$850.46	\$1,447.22	0.34%	\$36.65	\$341.28	\$384.85	\$34.48	\$317.46	\$341.25	\$932.10	\$932.10
0.06%	\$63.83	\$653.21	\$838.30	\$1,408.29	0.35%	\$35.82	\$348.97	\$396.50	\$34.60	\$321.63	\$344.74	\$950.69	\$950.69
0.06%	\$65.04	\$689.80	\$885.34	\$1,569.89	0.32%	\$35.04	\$370.96	\$386.33	\$34.03	\$336.39	\$341.64	\$1,051.51	\$1,051.51
0.05%	\$65.30	\$756.03	\$988.52	\$1,626.63	0.30%	\$36.05	\$378.41	\$403.02	\$34.81	\$336.61	\$326.75	\$1,024.11	\$1,024.11
0.05%	\$69.30	\$768.99	\$942.29	\$1,646.73	0.29%	\$36.25	\$385.99	\$401.75	\$34.85	\$341.26	\$352.29	\$1,188.59	\$1,188.59
0.05%	\$62.51	\$776.04	\$984.92	\$1,891.80	0.28%	\$36.94	\$385.99	\$426.77	\$34.90	\$344.90	\$372.97	\$1,153.77	\$1,153.77
0.05%	\$62.98	\$767.95	\$973.42	\$1,836.97	0.26%	\$36.91	\$392.24	\$438.45	\$35.10	\$351.80	\$384.75	\$1,097.06	\$1,097.06
0.04%	\$66.28	\$779.39	\$960.22	\$1,767.89	0.24%	\$36.18	\$391.10	\$436.18	\$34.92	\$350.96	\$382.57	\$1,045.16	\$1,045.16
0.04%	\$71.09	\$801.83	\$1,086.34	\$1,794.45	0.24%	\$36.62	\$382.80	\$456.88	\$34.65	\$351.26	\$381.60	\$1,068.01	\$1,068.01
0.03%	\$62.81	\$860.14	\$1,119.24	\$1,896.53	0.24%	\$36.57	\$393.56	\$486.20	\$34.77	\$355.76	\$402.77	\$1,178.24	\$1,178.24
0.03%	\$71.36	\$877.72	\$1,032.10	\$1,791.34	0.22%	\$37.03	\$399.87	\$467.14	\$35.15	\$349.28	\$393.06	\$1,240.76	\$1,240.76
0.03%	\$75.10	\$789.14	\$1,084.28	\$1,717.08	0.22%	\$36.10	\$389.45	\$470.63	\$34.00	\$342.48	\$394.00	\$1,092.88	\$1,092.88
0.03%	\$73.70	\$831.95	\$1,210.08	\$1,910.67	0.21%	\$36.13	\$405.60	\$481.53	\$34.24	\$345.28	\$401.75	\$1,128.02	\$1,128.02
0.03%	\$77.14	\$1,025.85	\$1,040.18	\$1,920.29	0.20%	\$36.38	\$405.56	\$493.62	\$34.68	\$345.92	\$400.48	\$1,218.77	\$1,218.77
0.03%	\$70.06	\$1,084.98	\$1,152.30	\$2,146.13	0.20%	\$36.18	\$392.96	\$508.39	\$33.70	\$342.61	\$420.11	\$1,448.02	\$1,448.02
0.03%	\$71.23	\$1,093.90	\$1,172.00	\$2,088.61	0.19%	\$36.15	\$440.88	\$505.18	\$33.70	\$356.21	\$400.53	\$1,466.90	\$1,466.90
0.05%	\$71.53	\$1,248.96	\$1,246.15	\$2,272.19	0.19%	\$37.16	\$462.93	\$548.41	\$34.80	\$368.51	\$417.98	\$1,587.88	\$1,587.88
0.04%	\$68.75	\$1,136.11	\$1,400.91	\$2,254.09	0.18%	\$38.25	\$450.31	\$573.44	\$35.24	\$366.89	\$447.05	\$1,467.25	\$1,467.25
0.03%	\$66.98	\$1,226.09	\$1,412.89	\$2,219.91	0.17%	\$38.02	\$459.99	\$568.00	\$35.37	\$374.88	\$442.91	\$1,536.87	\$1,536.87
0.03%	\$66.84	\$1,302.54	\$1,387.41	\$2,464.70	0.17%	\$36.96	\$470.35	\$578.32	\$34.76	\$379.74	\$453.19	\$1,533.01	\$1,533.01

Pharmacy: CPD (Scripts PMPY)

CURRENT	PROPOSED				3 Tier Plan				4 Tier Plan				
	Probability	Generic	Preferred Brand	Non-Preferred Brand	Specialty	Probability	Generic	Preferred Brand	Non-Preferred Brand	Generic	Preferred Brand	Non-Preferred Brand	Specialty
31.68%	0	0	0	0	14.42%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
16.97%	2.21	0.027	0.008	0	2.50%	\$1.76	\$0.01	\$0.01	\$1.74	\$0.01	\$0.01	\$0.01	\$0.00
7.45%	4.506	0.156	0.031	0.002	1.84%	\$2.86	\$0.05	\$0.01	\$2.06	\$0.05	\$0.01	\$0.00	\$0.00
5.21%	6.163	0.182	0.055	0.007	2.56%	\$1.77	\$0.04	\$0.01	\$1.77	\$0.04	\$0.01	\$0.00	\$0.00
3.68%	3.164	0.234	0.076	0.012	2.79%	\$1.99	\$0.05	\$0.01	\$1.93	\$0.05	\$0.01	\$0.00	\$0.00
3.02%	3.913	0.274	0.109	0.013	2.55%	\$2.28	\$0.07	\$0.01	\$2.01	\$0.07	\$0.01	\$0.00	\$0.00
2.51%	10.275	0.317	0.122	0.017	2.38%	\$2.70	\$0.08	\$0.02	\$2.70	\$0.08	\$0.02	\$0.00	\$0.00
2.25%	11.186	0.365	0.143	0.02	2.21%	\$3.15	\$0.10	\$0.02	\$3.15	\$0.10	\$0.02	\$0.00	\$0.00
1.93%	12.336	0.431	0.166	0.024	2.07%	\$3.54	\$0.12	\$0.03	\$3.54	\$0.12	\$0.03	\$0.00	\$0.00
1.64%	13.12	0.492	0.246	0.035	1.98%	\$3.94	\$0.13	\$0.03	\$3.93	\$0.13	\$0.03	\$0.00	\$0.00
1.41%	14.097	0.633	0.282	0.039	1.86%	\$4.28	\$0.15	\$0.04	\$4.28	\$0.15	\$0.04	\$0.00	\$0.00
1.22%	14.801	0.679	0.299	0.043	1.76%	\$4.67	\$0.16	\$0.05	\$4.66	\$0.16	\$0.05	\$0.00	\$0.00
1.07%	15.61	0.683	0.315	0.041	1.67%	\$5.06	\$0.18	\$0.05	\$5.06	\$0.18	\$0.05	\$0.00	\$0.00
0.95%	15.796	0.789	0.333	0.056	1.60%	\$5.35	\$0.20	\$0.06	\$5.34	\$0.20	\$0.06	\$0.00	\$0.00
0.86%	16.603	0.775	0.342	0.058	1.76%	\$5.82	\$0.22	\$0.06	\$5.82	\$0.22	\$0.06	\$0.01	\$0.01
0.78%	17.396	0.838	0.348	0.059	1.63%	\$6.18	\$0.24	\$0.07	\$6.18	\$0.24	\$0.07	\$0.01	\$0.01
0.71%	17.396	0.897	0.385	0.06	1.53%	\$6.84	\$0.26	\$0.08	\$6.83	\$0.26	\$0.08	\$0.01	\$0.01
0.66%	17.696	0.869	0.385	0.06	1.60%	\$7.55	\$0.28	\$0.09	\$7.11	\$0.28	\$0.09	\$0.01	\$0.01
0.59%	18.204	1.016	0.426	0.056	1.53%	\$7.48	\$0.33	\$0.09	\$7.47	\$0.33	\$0.09	\$0.01	\$0.01
0.57%	18.148	1.061	0.457	0.1	1.42%	\$7.95	\$0.35	\$0.11	\$7.94	\$0.34	\$0.11	\$0.01	\$0.01
0.52%	18.164	1.043	0.452	0.131	1.54%	\$8.38	\$0.38	\$0.12	\$8.37	\$0.38	\$0.12	\$0.01	\$0.01
0.52%	18.473	1.155	0.511	0.133	1.42%	\$8.70	\$0.40	\$0.13	\$8.69	\$0.40	\$0.13	\$0.02	\$0.02
0.79%	19.843	1.258	0.537	0.114	1.63%	\$9.12	\$0.45	\$0.15	\$9.11	\$0.45	\$0.14	\$0.02	\$0.02
0.71%	20.24	1.461	0.615	0.12	1.51%	\$9.38	\$0.50	\$0.17	\$9.37	\$0.50	\$0.16	\$0.02	\$0.02
0.69%	20.16	1.491	0.622	0.126	1.40%	\$9.75	\$0.54	\$0.17	\$9.74	\$0.54	\$0.17	\$0.02	\$0.02
0.56%	20.679	1.76	0.697	0.28	1.92%	\$10.25	\$0.61	\$0.20	\$10.24	\$0.61	\$0.19	\$0.03	\$0.03
0.52%	20.125	1.976	0.738	0.113	1.74%	\$10.61	\$0.68	\$0.22	\$10.59	\$0.67	\$0.21	\$0.03	\$0.03
0.48%	20.755	2.07	0.829	0.123	2.08%	\$11.05	\$0.78	\$0.26	\$11.03	\$0.78	\$0.26	\$0.03	\$0.03
0.44%	20.88	2.388	0.939	0.143	1.87%	\$11.51	\$0.88	\$0.29	\$11.49	\$0.88	\$0.29	\$0.04	\$0.04
0.40%	20.853	2.401	1.016	0.128	2.05%	\$11.92	\$0.98	\$0.34	\$11.90	\$0.98	\$0.33	\$0.04	\$0.04
0.37%	21.105	2.571	1.085	0.163	1.79%	\$12.29	\$1.07	\$0.38	\$12.28	\$1.07	\$0.37	\$0.04	\$0.04
1.46%	22.296	2.916	1.227	0.152	1.59%	\$12.79	\$1.18	\$0.40	\$12.76	\$1.18	\$0.39	\$0.04	\$0.04
0.98%	23.36	3.412	1.305	0.297	1.41%	\$13.42	\$1.41	\$0.46	\$13.39	\$1.41	\$0.46	\$0.05	\$0.05
0.77%	24.6	4.045	1.588	0.243	1.51%	\$13.98	\$1.49	\$0.50	\$13.94	\$1.49	\$0.49	\$0.05	\$0.05
0.62%	25.069	4.917	1.739	0.26	1.35%	\$14.41	\$1.46	\$0.53	\$14.37	\$1.46	\$0.52	\$0.06	\$0.06
0.49%	26.485	5.584	1.813	0.279	1.20%	\$14.90	\$1.67	\$0.57	\$14.86	\$1.66	\$0.56	\$0.06	\$0.06
0.41%	26.87	6.108	1.936	0.286	1.08%	\$15.35	\$1.71	\$0.61	\$15.31	\$1.70	\$0.60	\$0.07	\$0.07
0.38%	27.073	6.759	1.732	0.34	0.97%	\$15.73	\$1.80	\$0.65	\$15.68	\$1.80	\$0.64	\$0.07	\$0.07
0.32%	28.162	7.508	1.829	0.357	0.92%	\$16.23	\$1.88	\$0.68	\$16.17	\$1.88	\$0.67	\$0.07	\$0.07
0.27%	30.376	7.884	1.935	0.397	0.84%	\$16.79	\$2.05	\$0.70	\$16.73	\$2.04	\$0.68	\$0.08	\$0.08
0.23%	31.142	8.142	1.983	0.456	0.78%	\$17.14	\$2.18	\$0.71	\$17.07	\$2.16	\$0.69	\$0.09	\$0.09
0.19%	31.222	8.431	2.32	0.611	0.72%	\$17.52	\$2.26	\$0.75	\$17.46	\$2.24	\$0.73	\$0.10	\$0.10
0.16%	31.891	9.029	2.396	0.548	0.67%	\$18.11	\$2.45	\$0.77	\$18.04	\$2.44	\$0.75	\$0.10	\$0.10
0.14%	32.446	9.861	2.423	0.604	0.62%	\$18.65	\$2.49	\$0.82	\$18.58	\$2.47	\$0.80	\$0.10	\$0.10
0.13%	32.67	9.802	2.433	0.633	0.58%	\$19.09	\$2.67	\$0.83	\$19.02	\$2.65	\$0.82	\$0.11	\$0.11
0.12%	32.729	9.935	2.514	0.737	0.54%	\$19.24	\$2.73	\$0.90	\$19.16	\$2.70	\$0.88	\$0.13	\$0.13
0.12%	32.923	10.522	2.472	0.826	0.50%	\$19.50	\$2.82	\$0.90	\$19.41	\$2.79	\$0.87	\$0.14	\$0.14
0.11%	33.076	10.845	2.447	0.877	0.47%	\$20.05	\$2.88	\$0.92	\$19.96	\$2.81	\$0.90	\$0.15	\$0.15
0.10%	33.205	10.608	2.647	0.904	0.44%	\$20.45	\$3.00	\$0.94	\$20.35	\$2.97	\$0.92	\$0.14	\$0.14
0.08%	33.689	11.541	2.657	1.077	0.42%	\$20.66	\$3.08	\$0.95	\$20.54	\$3.05	\$0.93	\$0.18	\$0.18
0.08%	33.929	11.927	3.132	1.051	0.39%	\$20.62	\$3.21	\$0.97	\$20.53	\$3.17	\$0.94	\$0.16	\$0.16
0.07%	34.36	12.612	3.703	1.026	0.37%	\$20.80	\$3.42	\$1.00	\$20.74	\$3.19	\$0.96	\$0.20	\$0.20
0.06%	35.577	12.178	2.997	1.516	0.35%	\$21.40	\$3.39	\$1.06	\$21.29	\$3.33	\$1.02	\$0.21	\$0.21
0.06%	35.328	12.568	3.309	1.689	0.34%	\$21.65	\$3.48	\$1.09	\$21.52	\$3.42	\$1.05	\$0.23	\$0.23
0.06%	34.241	12.56	3.229	1.742	0.32%	\$21.96	\$3.60	\$1.08	\$21.84	\$3.54	\$1.04	\$0.22	\$0.22
0.05%	33.338	11.658	3.379	2.036	0.30%	\$21.85	\$3.68	\$1.04	\$21.72	\$3.62	\$1.01	\$0.24	\$0.24
0.05%	33.59	11.985	3.358	2.245	0.29%	\$22.24	\$3.75	\$1.10	\$22.11	\$3.67	\$1.06	\$0.24	\$0.24
0.05%	33.746	12.397	3.571	2.176	0.28%	\$22.29	\$3.79	\$1.10	\$22.15	\$3.71	\$1.08	\$0.26	\$0.26
0.05%	34.07	13.533	3.363	2.007	0.26%	\$22.49	\$3.85	\$1.14	\$22.38	\$3.76	\$1.08	\$0.29	\$0.29
0.04%	35.631	12.987	3.396	2.517	0.25%	\$22.67	\$3.96	\$1.15	\$22.41	\$3.77	\$1.10	\$0.28	\$0.28
0.04%	35.877	13.317	3.228	2.549	0.24%	\$22.73	\$4.01	\$1.14	\$22.59	\$3.93	\$1.08	\$0.30	\$0.30
0.03%	32.993	13.311	3.341	3.077	0.24%	\$22.69	\$4.10	\$1.15	\$22.55	\$4.00	\$1.08	\$0.30	\$0.30
0.03%	36.009	13.282	3.399	3.299	0.22%	\$22.57	\$4.18	\$1.19	\$22.44	\$4.08	\$1.13	\$0.30	\$0.30
0.03%	36.71	13.68	4.11	3.386	0.22%	\$22.75	\$4.24	\$1.19	\$22.62	\$4.08	\$1.18	\$0.34	\$0.34
0.03%	37.43	13.817	3.714	3.112	0.21%	\$22.51	\$4.05	\$1.23	\$22.38	\$3.95	\$1.15	\$0.34	\$0.34
0.03%	27.528	13.884	2.772	4.999	0.20%	\$23.24	\$4.32	\$1.27	\$23.08	\$4.19	\$1.18	\$0.38	\$0.38
0.03%	30.385	12.393	3.483	4.729	0.20%	\$23.08	\$4.44	\$1.31	\$22.93	\$4.29	\$1.23	\$0.39	\$0.39
0.03%	25.489	13.703	2.344	4.783	0.19%	\$23.03	\$4.50	\$1.28	\$23.15	\$4.32	\$1.18	\$0.42	\$0.42
0.03%	29.957	12.307	3.161	5.099	0.19%	\$22.92	\$4.29	\$1.30	\$22.73	\$4.12	\$1.19	\$0.47	\$0.47
0.04%	32.139	13.192	3.794	5.172	0.18%	\$23.08	\$4.46	\$1.42	\$22.89	\$4.26	\$1.29	\$0.51	\$0.51
0.03%	32.464	12.459	3.987	5.913	0.17%	\$24.03	\$4.77	\$1.38	\$23.86	\$4.58	\$1.28	\$0.48	\$0.48
0.03%	34.212	13.094	3.745	4.497	0.17%	\$23.50	\$4.50	\$1.31	\$23.34	\$4.29	\$1.20	\$0.49	\$0.49
0.03%	35.078	13.169	4.342	5.843	0.16%	\$23.66	\$4.67	\$1.32	\$23.52	\$4.48	\$1.21	\$0.44	\$0.44
0.03%	32.831	12.163	4.008	5.755	0.16%	\$23.92	\$4.78	\$1.42	\$23.75	\$4.55	\$1.30	\$0.52	\$0.52
0.03%	27.177	10.742	4.087	6.003	0.16%	\$24.35	\$4.83	\$1.36	\$24.19	\$4.62	\$1.23	\$0.49	\$0.49
0.03%	31.512	10.851	4.212	5.839	0.15%	\$24.01	\$4.67	\$1.38	\$23.83	\$4.47	\$1.23	\$0.54	\$0.54
0.03%	26.989	10.836	3.43	7.238	0.14%	\$24.69	\$4.72	\$1.43	\$24.49	\$4.45	\$1.30	\$0.60	\$0.60
0.02%	28.091	9.791	5.018	6.723	0.14%	\$24.03	\$4.73	\$1.51	\$23.79	\$4.46	\$1.36	\$0.66	\$0.66
0.03%	26.981	10.180	5.456	6.931	0.14%	\$24.48	\$4.89	\$1.48	\$24.32	\$4.62	\$1.35	\$0.66	\$0.66
0.10%	26.475	10.78											

Rx Industry Loads

Current Factors

Industry	Minimum	Maximum	Median
Agriculture	0.925	1.075	1
Mining	0.95	1.125	1.075
Construction	0.9	1.125	1
Manufacturing	0.825	1.075	0.95
Transportation, Communication, & Utilities	0.8	1.1	1
Wholesale Trade	0.875	1.05	0.9375
Retail Trade	0.925	1.1	1.025
Finance, Insurance and Real Estate	0.9	1.05	0.975
Services	0.85	1.125	1.025
Public Administration	0.9	1.05	0.975

Proposed Factors

Industry	Minimum	Maximum	Median
Agriculture	0.925	1.075	1
Mining	0.95	1.125	1.075
Construction	0.9	1.125	1
Manufacturing	0.825	1.075	0.95
Transportation, Communication, & Utilities	0.8	1.1	1
Wholesale Trade	0.875	1.05	0.9375
Retail Trade	0.925	1.1	1.025
Finance, Insurance and Real Estate	0.9	1.05	0.975
Services	0.85	1.125	1.025
Public Administration	0.9	1.05	0.975

Change in Factors

Industry	Minimum	Maximum	Median
Agriculture	0.0%	0.0%	0.0%
Mining	0.0%	0.0%	0.0%
Construction	0.0%	0.0%	0.0%
Manufacturing	0.0%	0.0%	0.0%
Transportation, Communication, & Utilities	0.0%	0.0%	0.0%
Wholesale Trade	0.0%	0.0%	0.0%
Retail Trade	0.0%	0.0%	0.0%
Finance, Insurance and Real Estate	0.0%	0.0%	0.0%
Services	0.0%	0.0%	0.0%
Public Administration	0.0%	0.0%	0.0%

Rx Utilization Dampening

Current Factors

Cost Share	1.00%	2.00%	3.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	10.00%	11.00%	12.00%	13.00%	14.00%	15.00%	16.00%	17.00%	18.00%	19.00%	20.00%
Factor	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15	1.15
Cost Share	3.00%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%	55.00%	60.00%	65.00%	70.00%	75.00%	80.00%	85.00%	90.00%	95.00%
Factor	1.27	1.26	1.24	1.22	1.20	1.18	1.16	1.14	1.12	1.10	1.08	1.06	1.04	1.02	1.00	0.98	0.96	0.94	0.92	0.90
Cost Share	18.00%	18.00%	18.00%	18.00%	20.00%	20.00%	21.00%	21.00%	22.00%	23.00%	23.00%	24.00%	24.00%	25.00%	25.00%	26.00%	26.00%	27.00%	27.00%	28.00%
Factor	0.99	0.989	0.988	0.987	0.977	0.977	0.969	0.969	0.962	0.956	0.954	0.951	0.947	0.944	0.939	0.934	0.929	0.924	0.919	0.914
Cost Share	32.00%	32.00%	33.00%	33.00%	35.00%	35.00%	36.00%	36.00%	37.00%	37.00%	38.00%	38.00%	39.00%	39.00%	40.00%	40.00%	41.00%	41.00%	42.00%	42.00%
Factor	0.92	0.917	0.917	0.913	0.902	0.902	0.892	0.892	0.881	0.881	0.871	0.871	0.860	0.860	0.849	0.849	0.838	0.838	0.827	0.827
Cost Share	39.00%	39.00%	37.00%	37.00%	38.00%	38.00%	39.00%	39.00%	40.00%	40.00%	41.00%	41.00%	42.00%	42.00%	43.00%	43.00%	44.00%	44.00%	45.00%	45.00%
Factor	0.82	0.813	0.813	0.804	0.792	0.792	0.781	0.781	0.770	0.770	0.759	0.759	0.748	0.748	0.737	0.737	0.726	0.726	0.715	0.715
Cost Share	45.00%	45.00%	46.00%	46.00%	47.00%	47.00%	48.00%	48.00%	49.00%	49.00%	50.00%	50.00%	51.00%	51.00%	52.00%	52.00%	53.00%	53.00%	54.00%	54.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Cost Share	51.00%	51.00%	54.00%	54.00%	55.00%	55.00%	56.00%	56.00%	57.00%	57.00%	58.00%	58.00%	59.00%	59.00%	60.00%	60.00%	61.00%	61.00%	62.00%	62.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Cost Share	63.00%	63.00%	64.00%	64.00%	65.00%	65.00%	66.00%	66.00%	67.00%	67.00%	68.00%	68.00%	69.00%	69.00%	70.00%	70.00%	71.00%	71.00%	72.00%	72.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Cost Share	72.00%	72.00%	73.00%	73.00%	74.00%	74.00%	75.00%	75.00%	76.00%	76.00%	77.00%	77.00%	78.00%	78.00%	79.00%	79.00%	80.00%	80.00%	81.00%	81.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Cost Share	81.00%	81.00%	82.00%	82.00%	83.00%	83.00%	84.00%	84.00%	85.00%	85.00%	86.00%	86.00%	87.00%	87.00%	88.00%	88.00%	89.00%	89.00%	90.00%	90.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8
Cost Share	90.00%	90.00%	91.00%	91.00%	92.00%	92.00%	93.00%	93.00%	94.00%	94.00%	95.00%	95.00%	96.00%	96.00%	97.00%	97.00%	98.00%	98.00%	99.00%	99.00%
Factor	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8

Proposed Factors

	Deductible Range		Min Adjustment	Max Adjustment	Average Adjustment
	Lower	Upper			
Combined Accumulators					
Combined Out of Pocket	0	75	0.9594	1.1075	1.0415
Combined Out of Pocket	75	999999	0.9019	1.0944	1.0283
Uncombined	0	75	0.8862	1.15	1.0735
Uncombined	75	999999	0.8869	1.15	1.0677
Combined Deductible and Out of Pocket	0	3500	0.8	1.0638	0.9874
Combined Deductible and Out of Pocket	3500	6500	0.8	0.8157	0.8001
Combined Deductible and Out of Pocket	6500	999999	0.8	0.8	0.8

Change

Depends on variety of plan benefits

Medical OON Program Savings Factors
NEW TABLE

Proposed Factors

	Percent	Factor	
		Stacked	Unstacked
Medicare	0.8	1.932	0.986
	0.9	1.991	1.147
	0.95	2.019	1.221
	1	2.046	1.293
	1.1	2.099	1.427
	1.15	2.124	1.491
	1.2	2.149	1.552
	1.25	2.174	1.611
	1.3	2.198	1.669
	1.35	2.221	1.725
	1.4	2.245	1.78
	1.5	2.29	1.885
	1.75	2.4	2.127
	1.8	2.421	2.173
	1.9	2.464	2.262
	2	2.505	2.348
	2.25	2.608	2.552
	2.3	2.628	2.591
	2.5	2.708	2.743
	2.75	2.807	2.925
	2.9	2.866	3.029
	3	2.905	3.097
	3.25	3.003	3.263
	4	3.294	3.727
	5	3.685	4.293
Usual and Customary (U)	0.7	3.042	3.383
	0.75	3.083	3.591
	0.8	3.149	3.847
	0.85	3.257	4.136
	0.9	3.436	4.427
	0.95	3.738	4.683
	1	4.247	4.884

Please refer to the Rate Manual document to understand how these factors are being applied

Non-Par Enhanced Claims Adjustment
TABLE IS BEING REMOVED

Current Factors

Area Description	Rating Area	Product	Adjustment
VT, VERMONT	VTNWK1	NWK	0
VT, VERMONT	VTOAP1	OAP	0
VT, VERMONT	VTPPO1	PPO	0

Proposed Factors

Area Description	Rating Area	Product	Adjustment
VT, VERMONT	VTNWK1	NWK	N/A
VT, VERMONT	VTOAP1	OAP	N/A
VT, VERMONT	VTPPO1	PPO	N/A

Changes

Removing these factors

EXHIBIT I

ACTUARIAL MEMORANDUM AND CERTIFICATION

Scope and Purpose

The purpose of this filing is to submit CIGNA Health and Life Insurance Company's group manual rating methodology. Our pricing model was developed to provide a consistent rating methodology across products. This filing includes Open Access Plus, PPO, Network, Indemnity, and retiree medical insurance product, and is applicable for groups of 101 or more lives. Methodology is also included for Pharmacy products.

Benefit Description

The benefits covered in this memorandum include group health insurance coverage as described in CIGNA Health and Life Insurance Company forms HP-POL et al, and HC-TOC et al.

Census

Member level census will be used when available. If only subscriber level data is available, penetration and translation assumptions will be used to create a member level census for manual rate development. The penetration and translation assumptions used are developed from studies of our book of business, which includes experience from similar CIGNA Health and Life Insurance Company ("CHLIC") policies. Penetration estimates the number of subscribers that will select the CIGNA Health and Life Insurance Company plan; the translation process develops projected subscribers and members within rating tiers.

Adjustments to Base Claims

The base claim rates by area are adjusted for certain group and member characteristics. These include industry loads and discounts, age and sex demographic adjustments, and trends.

Adjustments for industry (SIC) are developed from a study of our book of business combined with results from an outside consultant's national industry factor assessment study.

Age and sex demographic adjustments are developed from a study of our book of business. The resulting age/sex slopes are normalized to represent the national census.

Trends reflect historical experience from CHLIC's group medical experience and projections for future levels. Medical trend rates are applied on a daily basis.

Benefit Plan Adjustments

Base claims are reduced for specific cost sharing features of the product and benefit plan selected. Copay and other cost sharing benefit design related adjustments are made using assumptions regarding utilization levels by base claim component. Claim distributions are used to determine the impact of deductibles, coinsurance and out of pocket maximums. In addition, a utilization dampening factor is applied to reflect lower utilization levels as cost sharing rises.

Renewability Clause

The benefit plans covered under this memorandum are guaranteed renewable.

Applicability

CHLIC, Inc. anticipates both renewals and new issues from the forms currently filed.

Marketing Method

These products are sold to employer-employee groups, labor union groups and association groups through CIGNA Health and Life Insurance Company group sales offices.

Premium Classes

Premium rates may vary by product, plan design, geographic area, group demographics, industry, effective date, experience, and underwriting discretion.

Issue Age Range

There are no issue age restrictions in our policy forms; however, eligibility requirements must be fulfilled.

Premium Modalization Rules

The CIGNA Health and Life Insurance Company Health Manual produces monthly premiums. Modalization factors are expressed as a function of these monthly rates as follows:

Annual	11.8227
Semi-Annual	5.9557
Quarterly	2.9852

Distribution of Business

Rates vary by geographic location and group specific characteristics, including demographics. Target distribution is to groups with both single employees and employees with dependents, assuming a 40/60 distribution

Rating

The group rates filed represent the rate level we expect to be necessary to achieve a desired average loss ratio for all group contracts. Accordingly, actual rates for groups will vary as a result of a variety of factors. These include variation in benefit plan, age, gender, family composition, size, industry, area, healthplan claim experience, pharmacy indicators and underwriting discretion.

Depending upon group size, case specific claim experience may be used to adjust the rate. Credibility is based on group size, pooling level and months of experience. Rates for partially credible groups are based on a blend of experience and manual rating.

For Minimum Premium plans, the premium paid by the policyholder is reduced for the portion of the total claim amount that is expected to be self-insured.

Anticipated Loss Ratio

The methodology and supporting factors apply to groups of 101 or more employees.

The anticipated large group loss ratio for this policy is 87.9%.

The components of Cigna's retention for our Large Group pricing are as follows:

Retention Components	% of Premium
Admin	5.0%
Access Fee	0.8%
Quality Improvement	0.2%
Tax	2.0%
State Assessments	2.0%
PPACA Fees*	0.0%
Risk Charge	0.0%
Profit	2.0%
Commissions	0.0%
Total Retention	12.1%

* PPACA fees are primarily associated with the Health Insurance Industry Fee (HIIF), which is assumed to be 2.5% for 2020 calendar months, and 0% for 2021+ calendar months due to recent legislative changes. The remainder is for the PCORI, which is currently a small amount (<0.1%), and assumed to continue for 2020 and beyond.

Comparison to Status Quo

This filing includes a number of changes to our medical and pharmacy rating methodologies. It is difficult to quantify each change independent of the others. The average expected annual increase in manual rates in Vermont is 7.6%. This figure was calculated by comparing the current filed and approved manuals using an illustrative effective date of 1/1/2022 to the proposed 1/1/2023 manuals for a representative sample of Vermont situated business.

Category	Detail	Avg	Min	Max
Filed and Approved Claims Trend	Filed and Approved Claims Trend	6.8%	6.8%	6.8%
Revisions to Pricing Factors	Changes to trend, area factors, and methodology since approved 1/1/2020 filing	0.5%	-26.7%	22.5%
Expense Changes	MLR change since our last approved filing (88.2% -> 87.9%)	0.3%	0.3%	0.3%
Requested Rate Change	= [(1+trend)*(1+factor changes) *(1+expense changes)] - 1	7.6%	-21.5%	31.3%

Changes to Methodology for the 2022 Cigna Rate Filing Compared to 2020 Approved Rate Filing

- Medical
 - Updates to utilization dampening methodology and data
 - Updates to non-par methodology and data
 - Updates to the medical area factors and trend
 - Updates to Network Utilization methodology and factors
 - Updates to claim adjustments using a proprietary predictive model
 - Updates to Cigna Pathwell factors
 - Updates to Industry factors
 - Update to remove multiple offering load and enhanced non-par factors
 - Updates to medical and riders
 - Updates to Standard Industrial Classification (SIC) factors
 - Updates to the medical capitation percentages
 - Updates to community rate loads
 - Updates to the POS Load coefficients
- Behavioral
 - Updates to the MHSUD trend and rates
- Vision
 - Updates to the vision cost
 - Updates to service utilization
- Pharmacy
 - Updates to average wholesale price per script
 - Updates to average script count per customer
 - Updates to script channel assumptions
 - Updates to pharmacy cost trend
 - Updates to pharmacy utilization trend
 - Updates to pharmacy area factors
 - Updates to pharmacy additional benefits adjustments
 - Updates to pharmacy industry load
 - Updates to pharmacy discounts

ACTUARIAL CERTIFICATION

Opinion

In my opinion, the rates were developed using reasonable actuarial assumptions, and the rate levels are reasonable in relationship to the benefits provided. The actuarial data and experience will be maintained by the company and available for review by the Green Mountain Care Board upon request.

I certify that to the best of my knowledge and judgment, this rate filing is in compliance with the applicable laws and regulations of the State. In summary, I believe that the rating assumptions proposed will produce rates which are not excessive, inadequate, or unfairly discriminatory



Daniel Acton, FSA, MAAA
Actuarial Senior Director
Date: 10/03/2022