



4th Quarter Quoting

from BEERE&PURVES



Agenda



- 1. Important Quoting Information**
- 2. bpQuote Tips**
 - 1. Census**
 - 2. Current/Renewal Plan Enrollment**
 - 3. Plan Quoting**
 - 4. Multi-Option Report**
- 3. bpQuote to EaseCentral Enrollment Export**
- 4. Tools to Make Life Easier**
 - 1. Rates**
 - 2. Networks**
 - 3. Underwriting**

Information/Resources



Census Information

- Employee & Dependent Information (DOB vs. Age)
- Employee Zip Codes
- Current Plan Enrollment



Group Information

- SIC Code for ancillary plans with restrictions
- Unique circumstances:
 - Carve out
 - Union
 - Currently in a PEO
- Plan designs to quote?



BPQUOTE ENHANCEMENTS

- “Enrollment Export”
 - Expedites group set-up in EaseCentral
- Multi-option mapping solution coming soon!

Employee Information										Generate
										<input checked="" type="radio"/> Alpha Order <input type="radio"/> Entry Order
	Name	DOB	Age	M/F	Status	Med	Dent	Vis	Zip	
1.	Yonder Alonso	04/08/1987	30	M	EE	EE	EE	EE	94621	
2.	Jaycob Brugman	01/18/1992	25	M	EE	EE	EE	EE	94621	
3.	Matt Chapman	04/28/1993	24	M	EE	EE	EE	EE	94621	
4.	Rajai Davis	10/19/1980	37	M	EE	EE	EE	EE	94621	
5.	Khris Davis	12/21/1987	29	M	EF	EF	EF	EF	53214 WI	
6.	Ryan Dull	10/02/1989	28	M	EE	EE	EE	EE	94621	



WEBSITE

- Generate custom searches: underwriting, provider network, deductible accruals, Medicare credibility, with more to come
- “Download SBCs” button leads to the page of the carriers website to download SBCs


Tools & Resources: Generators



Custom Generators:

- Medical Underwriting (Dental, Vision, Life coming soon!)
- Hospital & Medical Group Network Comparisons
- Creditable Coverage

Custom Network Comparisons in 3 Clicks



Hospital Networks

Select Counties

Select All Clear

- Alameda County
- Contra Costa County
- Marin County
- Monterey County
- Napa County

Select Carrier Network

HMO PPO

- Aetna Basic HMO
- Aetna Ded HMO
- Aetna Full HMO
- Aetna Full MC
- Aetna Savings

Edit Search Save Results as PDF

Q

	Aetna Basic HMO [x]	Aetna Ded HMO [x]	Aetna Full HMO [x]	Aetna Full MC [x]	Anthem California Care HMO [x]	Anthem Prudent Buyer PPO [x]
Alameda County [x]						
Alameda Hospital						
Alta Bates Medical Center-Ashby Campus/Berkeley (S)		+	+	+	+	+
Alta Bates Medical Center-Summit Campus/Oakland (S)		+	+	+	+	+
Children's Hospital-Oakland		+	+	+	+	+
Eden Medical Center (S)	+	+	+	+	+	+
Kindred Hospital San Francisco Bay Area		+	+	+	+	+

Tools & Resources: Rate Trend



Rate Increase (small group year over year)

Medical by Plan // Rating Area	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Aetna <small>revised 08/27/17</small>	4Q 2016 vs 4Q 2017																		
Silver Basic HMO 2000 (Silver Basic HMO Deductible 2000)	n/a	n/a	n/a	10.3%	n/a	n/a	10.3%	10.3%	n/a	n/a	n/a	n/a	n/a	n/a	6.2%	7.5%	8.6%	7.4%	3.2%
Gold HMO 45 (Gold HMO 30)	6.7%	6.7%	6.7%	6.7%	4.8%	5.3%	6.7%	6.7%	6.7%	6.7%	6.7%	3.5%	3.5%	3.5%	2.6%	-0.2%	1.5%	3.8%	-0.2%
Bronze Savings Plus 6550 100/50 HSA (Bronze Savings Plus HSA 6450 100/50)	n/a	10.6%	n/a	n/a	n/a	n/a	10.6%	13.9%	n/a	n/a	n/a	11.0%	n/a	n/a	11.0%	11.0%	11.0%	11.0%	11.0%
Bronze MC 6500 Copay (Bronze MC 6850 100/50)	5.0%	5.0%	5.0%	5.0%	8.0%	5.0%	5.0%	8.0%	5.0%	5.0%	4.2%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%	5.3%
Anthem Blue Cross <small>revised 07/27/17</small>	4Q 2016 vs 4Q 2017																		
Gold PPO 500/20%/6500 (Gold PPO 500/20%/4500)	4.7%	1.1%	2.4%	-0.1%	0.1%	0.5%	2.5%	-0.6%	3.0%	0.6%	2.2%	3.2%	1.7%	3.1%	6.8%	3.5%	3.1%	1.2%	0.0%
Silver PPO 2000/35%/7150 (Silver PPO 2000/35%/6850)	8.2%	4.5%	5.9%	3.3%	3.4%	3.9%	6.0%	2.8%	6.5%	4.0%	5.6%	6.7%	5.2%	6.6%	10.4%	6.9%	6.5%	4.6%	3.4%
Silver PPO 2000/20%/5400 w/HSA - RxC (Silver PPO 2000/20%/4600 w/HSA - RxC)	10.1%	6.3%	7.7%	5.1%	5.2%	5.6%	7.8%	4.6%	8.3%	5.8%	7.5%	8.5%	7.0%	8.4%	12.3%	8.8%	8.4%	6.4%	5.2%
Bronze PPO 5000/35%/6550 w/HSA (Bronze PPO 4500/30%/6350 w/HSA)	7.9%	4.1%	5.5%	2.9%	3.1%	3.5%	5.6%	2.4%	6.1%	3.6%	5.3%	6.3%	4.8%	6.2%	10.0%	6.6%	6.2%	4.2%	3.0%

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