

NATIONAL MEDICARE ADVANTAGE SUMMIT

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Better Medicare Alliance

BETTER MEDICARE

ALLIANCE





BETTER MEDICARE ALLIANCE

Better Medicare Alliance is the leading coalition advocating for Medicare Advantage. We are a community of over 100 ally organizations and 400,000 beneficiaries representing a wide range of stakeholders, including plans, providers, advocates and beneficiaries. Together we work to protect Medicare Advantage and create a healthy future.



National Allies

ADVOCACY ORGANIZATION

Alliance for Aging Research American Benefits Council
 American Speech-Language-Hearing Association
 American Telemedicine Association Asian & Pacific
 Islander Health Forum
 Association for Behavioral Health and Wellness Coalition
 of Texans with Disabilities
 Healthcare Leadership Council International Council on
 Active Aging
 National Association of Nutrition and Aging Services
 Programs
 National Black Nurses Association
 National Caucus and Center on Black Aging National
 Hispanic Council on Aging National Minority Quality
 Forum
 Population Health Alliance
 Society for Women's Health Research The
 Gerontological Society of America The Latino Coalition
 WomenHeart

AGING SERVICE ORGANIZATIONS

Consortium for Older Adult Wellness Elder Services of the
 Merrimack Valley Florida Health Networks
 LeadingAge
 Palm Beach Area Agency on Aging Philadelphia
 Corporation for Aging Senior Resource Alliance

MEDICARE ADVANTAGE PLANS

Aetna
 Humana
 UnitedHealth Group
 SCAN Health

NATIONAL COMMUNITY BASED ORGANIZATIONS

Meals on Wheels America YMCA

BENEFITS PLAN

Delta Dental of CA, PA, NY, & Affiliates
 LIBERTY Dental Plan Foundation National
 Association of Dental Plans VSP Vision Care

STATE RETIREMENT SYSTEMS

Kentucky Teachers' Retirement System

NATIONAL BUSINESS ORGANIZATIONS

National Association of Health Underwriters
 National Association of Manufacturers
 National Retail Federation
 U.S. Chamber of Commerce

PROVIDER ASSOCIATIONS

American Association of Nurse Anesthetists American
 Association of Nurse Practitioners American Medical
 Group Association American Nurses Association
 American Osteopathic Association
 National Association of Hispanic Nurses Garden State
 Chapter
 National Hispanic Medical Association National Medical
 Association
 New Jersey State Nurses Association
 Nurse Practitioner Association of New York State
 Academy of Nutrition and Dietetics

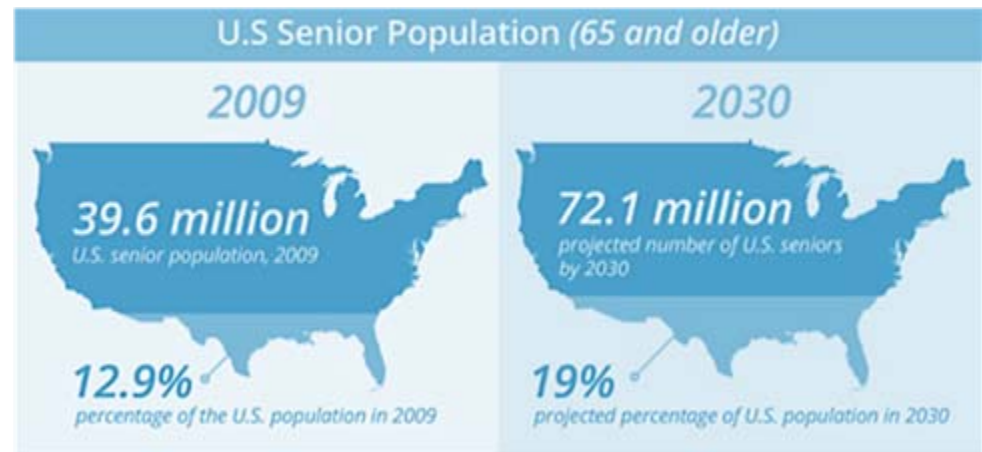
HEALTH SYSTEMS/PHYSICIAN GROUPS

Atrius Health Banner Health
 Health Quality Partners
 Indiana University Health Iora Health
 Lehigh Valley Health Network Mercy Health
 Northwell Health Summa Health Virtua
 Temple Health ChenMed

There are 10,000 new seniors every day in this country. From 38.8 million in 2010, the number of Americans aged 65 or older will grow to 88 million in 2050.

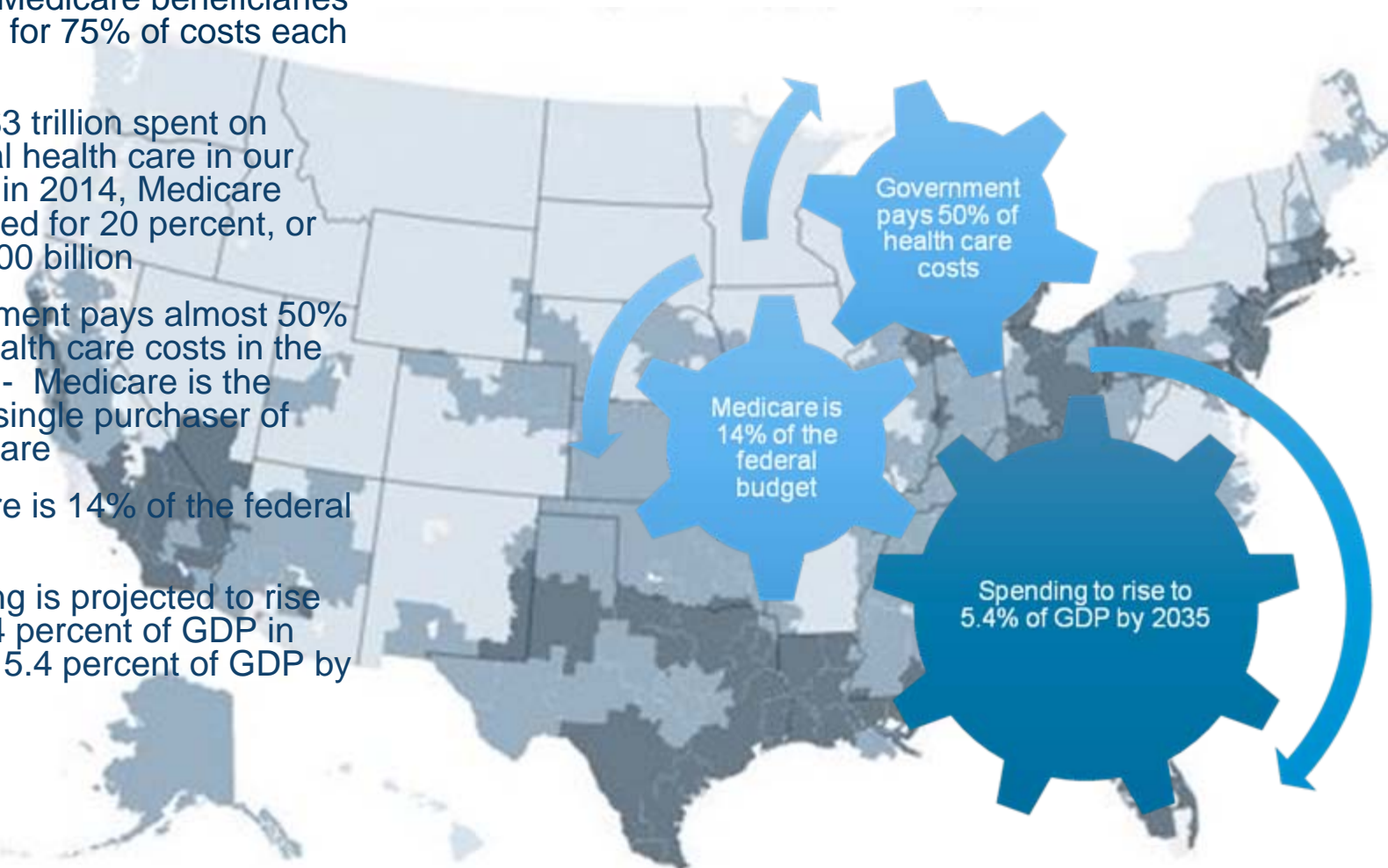
Aging Population

- Those over 65 years will be 20% of our nation's population, up from 12% today.
- Americans aged 85 and older will grow from 5.2 million in 2010 to 19 million in 2050.
- Number of workers per beneficiary paying into the system is declining. The number of workers per Medicare beneficiary is now 3:1 and is projected to fall to 2:3 by 2030.
- 85% of seniors have at least one chronic condition, over half have multiple chronic conditions, and 14% have 6 or more



High Cost, High Need Patients in Medicare

- 10% of Medicare beneficiaries account for 75% of costs each year.
- Of the \$3 trillion spent on personal health care in our country in 2014, Medicare accounted for 20 percent, or over \$600 billion
- Government pays almost 50% of all health care costs in the country - Medicare is the largest single purchaser of health care
- Medicare is 14% of the federal budget
- Spending is projected to rise from 3.4 percent of GDP in 2015 to 5.4 percent of GDP by 2035





19% FEWER
DAYS IN THE HOSPITAL

Medicare Advantage is Transforming Medicare

- ✓ Highly accountable and carefully regulated
- ✓ Risk based, payment structure based on being at or below Fee-for-Service Medicare per capita costs
- ✓ Mandated quality reports and rewards for high quality
- ✓ Consumer protections for out of pocket costs
- ✓ Opportunity for costs savings to be reinvested in innovations or enhanced benefits for enrollees.

14% FEWER
HOSPITAL ADMISSIONS



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Medicare Advantage: 30 Years of Innovating to Improve Seniors' Health

MEDICARE ADVANTAGE* INNOVATIONS



MEDICATION COVERAGE

Providing affordable prescription drugs before Part D



PROACTIVE HEALTH MANAGEMENT PROGRAMS

Closing gaps in patient care and improving clinical outcomes



COVERAGE FOR PREVENTIVE SERVICES

Earlier detection of disease



WELLNESS, FITNESS & DENTAL

Helping seniors stay healthy and active

1985 1990 1995 2000 2005 2010 2015>



RISK-BASED CAPITATION PAYMENTS

Incentivizing coordinated, evidenced-based care for seniors



HOME & COMMUNITY-BASED SERVICES

Coordinating care in senior-friendly settings



OUT-OF-POCKET MAXIMUMS

Providing strong financial protections



IN HOME CLINICAL VISITS

Enabling seniors to receive clinical care at home

ONGOING INNOVATIONS



VALUE-BASED CONTRACTING

Promoting and rewarding high-quality medical care



PATIENT-CENTERED CARE MODEL

Ensuring seniors receive comprehensive, coordinated care



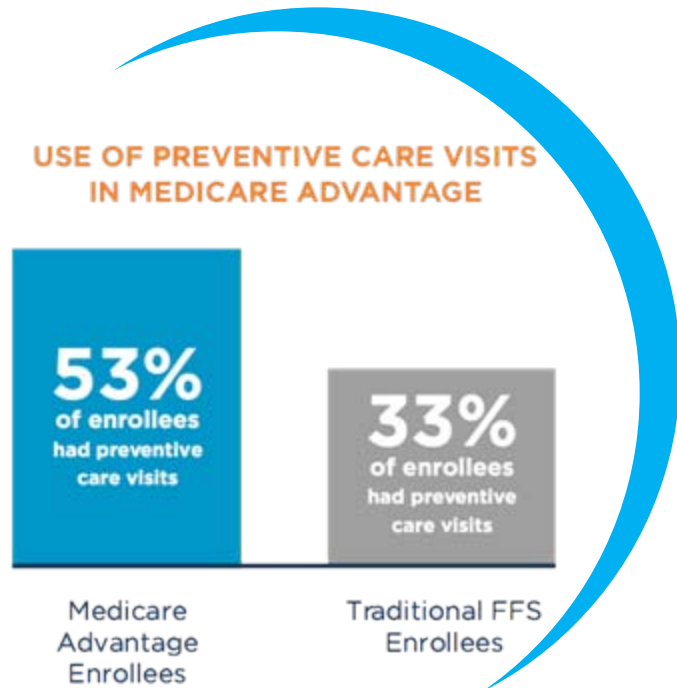
PROVIDER PARTNERSHIPS

Partnering with doctors and hospitals to improve patient care

* Prior to 2004, Medicare Advantage was known as Medicare+Choice

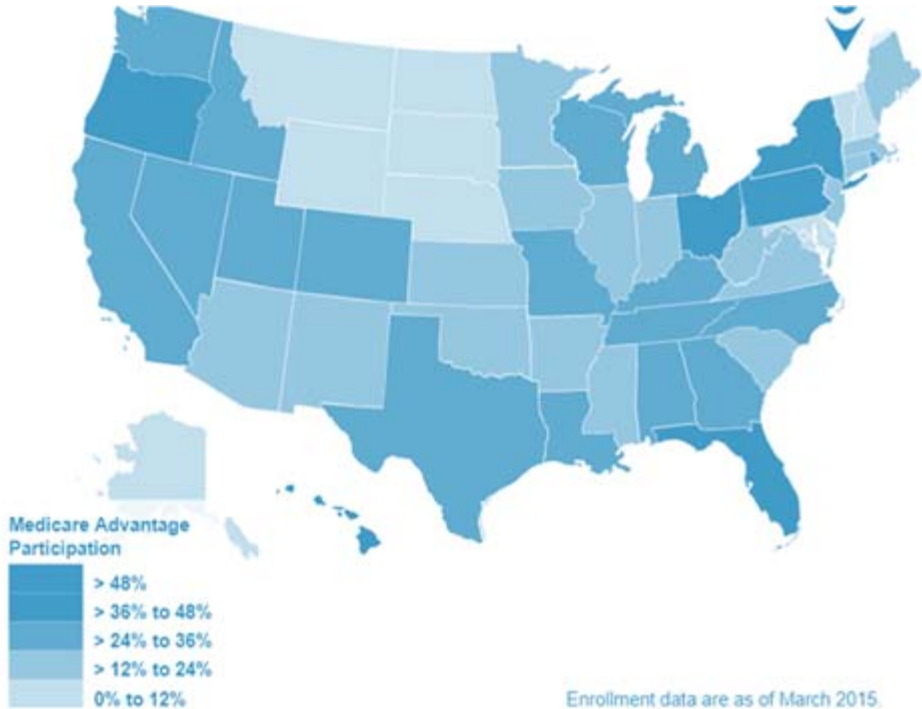
Medicare Advantage Success

- MA beneficiaries are 20% more likely to have an annual preventive care visit compared to Traditional Medicare.
- Emergency room visits are 20% to 25% lower among Medicare Advantage enrollees and inpatient medical days are 25% to 35% lower.
- Outpatient surgery and procedure use are also lower.
- Quality incentives moved the percent of beneficiaries in high quality plans from 20% to almost 70% in just 6 years.



Medicare Advantage by the Numbers

- ✓ **19 million** -one third- of Medicare eligible benes choose Medicare Advantage plans
- ✓ **37%** of MA beneficiaries live on less than \$20,000 per year.
- ✓ **44%** of Hispanic seniors choose MA. **31%** of African-American Medicare beneficiaries.
- ✓ **98%** of beneficiaries stay in MA year to year.
- ✓ **92%** of MA beneficiaries report they are satisfied, with 67% highly satisfied.
- ✓ **81%** of beneficiaries said they believe they experience better overall health outcomes with Medicare Advantage.



Medicare Advantage is advancing modern Medicare by improving quality through value-driven care.

Building on the success of Medicare Advantage can mean, not only better care for seniors, but care that is more affordable, better quality, improved outcomes for other Americans.

**For more information:
visit bettermedicarealliance.org**