

## Our vision

Sutter Health | Aetna's goal is to work together to create a single approach to health care that eliminates redundancies, streamlines efficiency, and creates a differentiated and personalized experience for members. Our goal is to help improve efficiency and lower the cost of care, resulting in greater affordability.



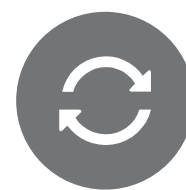
**Simplified & holistic member experience**  
designed to support a member's health ambition



**Care connected**  
through analytics and data sharing



**Convenient access**  
to local hospitals, local physicians & care teams, and local non-clinical resources



**Affordability and efficiency**  
with transparent and predictable costs

## Our core model

Creating a health ecosystem around the member.



## Improvements we've seen with other Aetna and health system value-based arrangements

Grace\* is a 41 year-old woman with a series of medical complications, including polycystic ovary syndrome and obesity. On top of all that, Grace is the sole caregiver for her grandmother, who has dementia. She recently had a change in her health plan and her physicians are no longer in network.

After joining one of our plans, we immediately gave Grace some tools to help her choose a care team which included a new primary care doctor and other providers. She found obesity counseling and gyms nearby. Our social worker also provided options to give her grandmother a proper caregiver.

She came to us in a state of hopelessness, without knowing where to begin. Now she has a clear path and we continue to help her down that path to better health.



Meet Grace



Meet Harold

Harold\* has diabetes. He wanted to learn about the disease, improve his blood sugar and see if he could be saving money on his medications. So he joined the diabetes program, through Aetna, and reduced his medical costs significantly. He also lost 60 pounds in the process, his diabetes is now controlled and he takes fewer medications.

Our pharmacist continues to keep Harold updated on the cost of his medications, so he typically pays the smallest amount for what he needs. We even set him up with a diabetes educator to help maintain his health.

Harold is satisfied with the resources provided and is especially grateful for all the support.

▼11.5%

Overall reduction in medical costs vs. expected costs for the market\*\*

▲\$9.9

Million shared savings on Aetna Whole Health fully insured membership over 3 years\*\*

▲15%

Aetna's retention rate for policyholders with a performance network option is 15% better than for policies with a broad-based network option\*\*\*

▼5%

Lower average rate increase for policyholders with a performance network option than the increase for policyholders with a broad-based network option\*\*\*

To learn more, visit [sutterhealthaetna.com](https://sutterhealthaetna.com) or contact your sales rep today.

\*Member names have been changed for privacy.

\*\*Medical cost-savings and quality performance measures based on Aetna Whole Health product and attribution data. January – September 2016.

Aetna Whole Health plans are underwritten or administered by Aetna Life Insurance Company and/or its affiliates.

\*\*\*Aetna analysis of Banner network policyholders, which includes fully insured Key, Select, and Public and Labor for 2014-2016. Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company, and its affiliates.

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