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Overview: Winning Plans

Overview

Winning Plans report allows users to understand the characteristics of plans that are winning the market. Winning(Top) plans can be defined as plans with most enrollments/ enrollment growth/ net new enrollments. This definition can be configured as per requirement. This report compares the costs and benefits of Winning Plans with the summarized view of the market (county or state) and that of the Other Plans (plans not included in top plans). It provides an average summarized view of winning plans costs like Premium, Deductible, MOOP, OOPC at a county level and compares the same with the average of the other plans. Compare the number of winning plans that offer a supplemental benefit with the percentage of other plans that offer the same benefit .For each of these benefits, you can also compare the cost information of your plans and other plans.

What data is available in this report and when is it refreshed?

This report is created with a combination of enrolment and PBP files that CMS releases. Data is available at a Plan county level and a summarized view of plan costs and benefit costs is presented in the report. This report is refreshed every month with the CMS release of enrolment data.

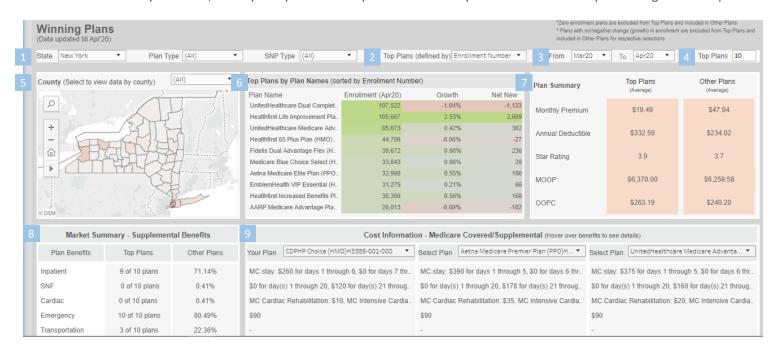
What decisions can I make using this report?

With CMS' flexible benefit features policy, Medicare Payer Organizations are introducing innovative plan benefits to make their plans stand out in the marketplace. Use this report to quickly understand what are the prevailing benefits and their costs in the market and compare them with characteristics of plans that are winning the market.



How can I navigate this report?

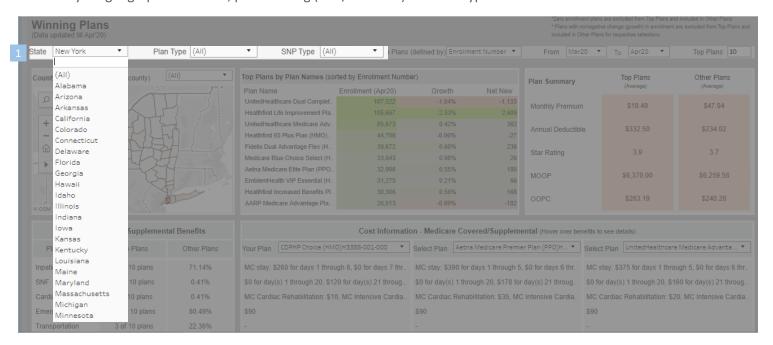
Default view for your state, county and plans will be pre-set for this report. Follow these steps to navigate this report:





Step 1: Select your market

Select your geographical market, plan offering (SNP/Non-SNP) and Plan type.



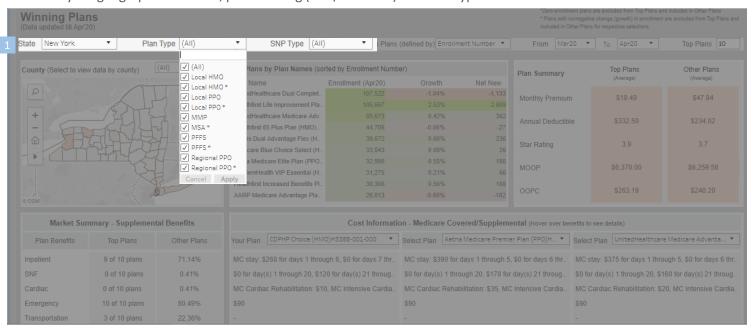
1.1 Select State

Select a state by clicking on the drop-down State filter



Step 1: Select your market

Select your geographical market, plan offering (SNP/Non-SNP) and Plan type.



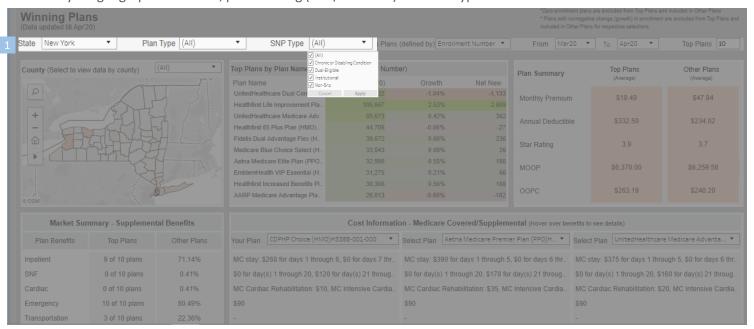
1.2 Select Plan Type

Select your Plan type and click on Apply



Step 1: Select your market

Select your geographical market, plan offering (SNP/Non-SNP) and Plan type.

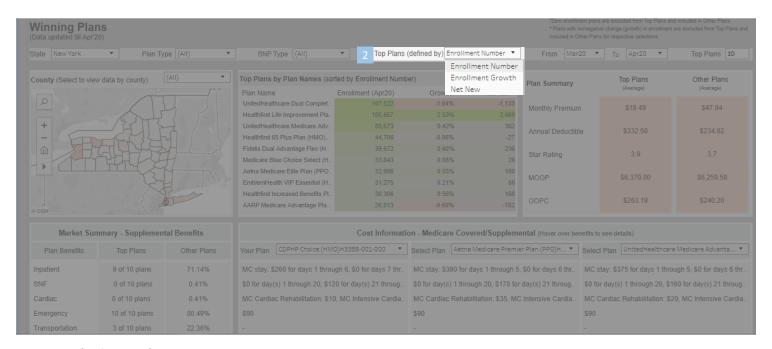


1.3 Select SNP, Non-SNP Plans

Select SNP or Non-SNP Plans and click on Apply



Step 2: Select your Top Plans Definition

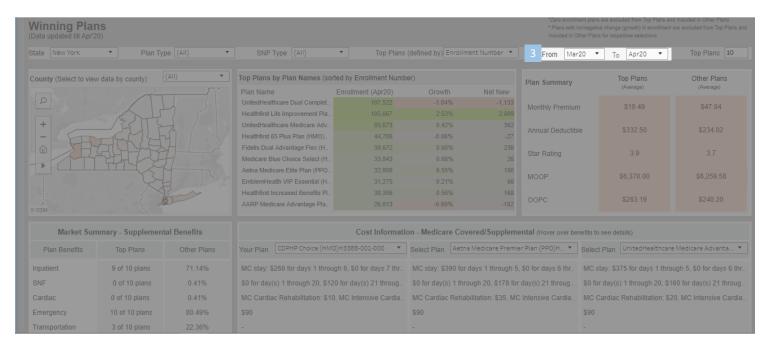


2. Select Top Plans (defined by)

Select your definition of top plans: Enrollment number/ Enrollment Growth/ Net New Enrollments



Step 3: Select Time Period



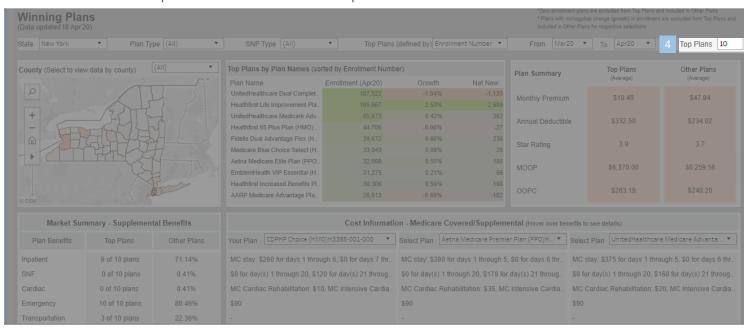
3. Select Time Period

Select the required time period from the 'From' and 'To' dropdowns to view the respective data. Note that if you have defined top plans by enrollment number, it considers the month and year as provided in the 'To' dropdown only



Step 4: Select Top (winning) plans

Choose the number of plans to be considered in the Top Plans

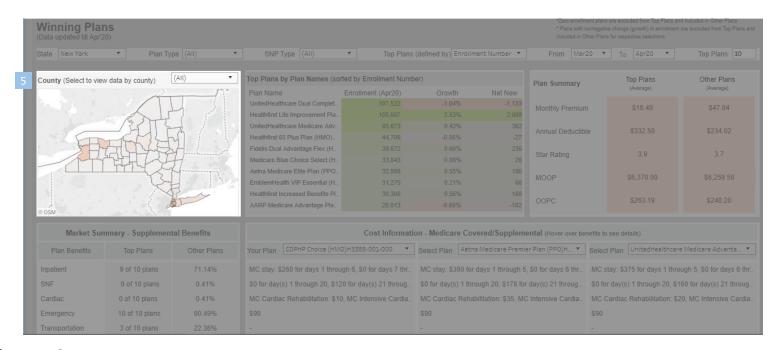


4. Select Top (winning) plans

Enter number of top plans whose characteristics you would like to summarize and compare. Rest of the plans would be considered under 'Other Plans'.



Step 5: Select your county



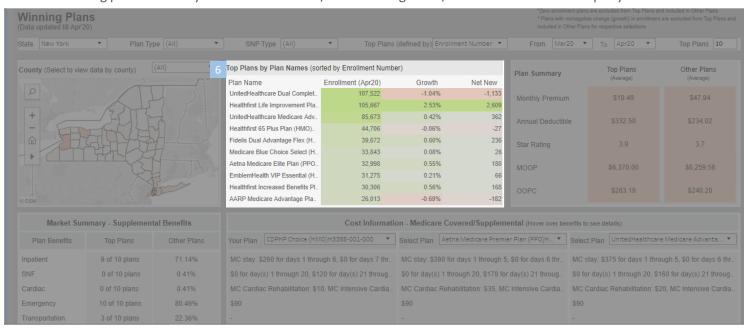
5. Select your County

Select one county to see County-level data or select "All" to see State-level data



Step 6: View Winning Plans

View Winning plans sorted by enrollment number/enrollment growth/ net new enrollments as per your definition.



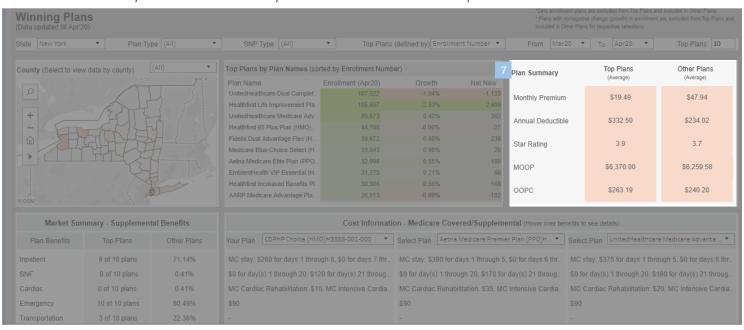
6. View Winning Plans

View top Winning plans (based on your selected number of plans). Definition of winning plans can be configured.



Step 7: View Plan Summary

View Plan summary for the selected county and the selected number of Top Plans and Other Plans.



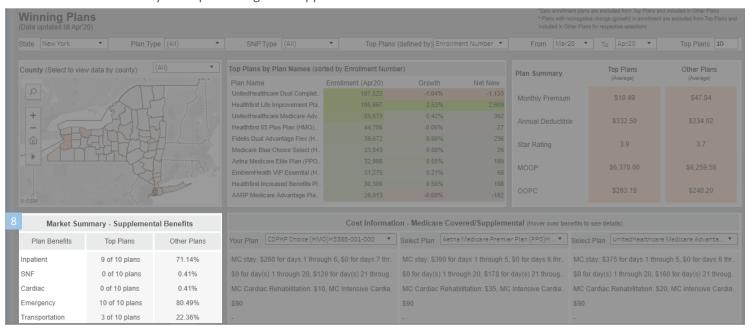
7. View Plan Summary

Plan summary are average cost values of Top Plans (based on previous selections) in that county and average values of the Other plans. The average values can be configured to give higher (lower) weight to some type of plans.



Step 8: View Market Summary

View Market Summary of 10 pre-configured Supplemental Benefits.



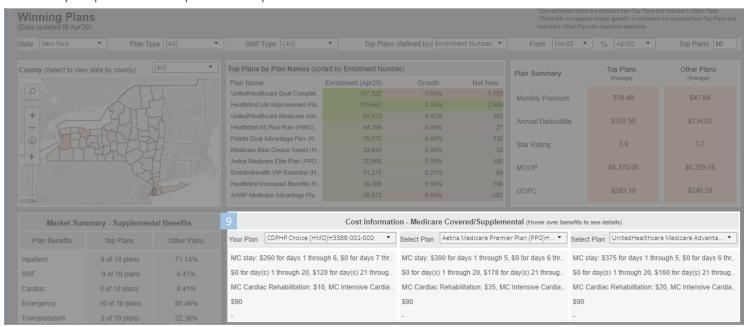
8. View Market Summary

Market Summary tells us how many of the Top Plans and what percentage of Other Plans have the given Supplemental Benefits



Step 9: Compare your plan with the market

Select your plan and other plans to compare the benefit costs.



9. Compare your plan with the market

Select your plan and upto two other plans to compare the cost information of the various Supplemental Benefits

