

# WE KNOW SELF-FUNDING. YOU KNOW YOUR COMPANY.

Together, we can build a solution that's right for you.

Self-funding is a smart strategy. Cigna is a pioneer in creating self-funding options for smaller to mid size companies.<sup>1</sup> These are not big-company products repackaged, or quick-fix solutions hastily duct taped together. Our self-funding options are designed to meet the specific needs of companies like yours.

Our self-funding solutions give companies the opportunity to understand and manage health care expenses and save money when claims are lower.

More than 60% of new Cigna clients chose our self-funding solutions.<sup>2</sup>

Almost 30 years of self-funding experience

In 2016 our multi-year Level Funding clients received a total of \$80 million dollars in surplus, which equated to an average surplus of \$42,700 per client.<sup>3</sup>

The average Graded Funding client has been with Cigna for more than eight years.<sup>2</sup>

## Two innovative options

Level Funding<sup>SM</sup> and Graded Funding<sup>SM</sup> offer several innovative advantages over traditional health plans. As your needs change and grow, we make it easier for you to move between funding types.

### Level Funding

**Know what you owe** with the financial predictability of a fixed monthly payment. If your claims are lower than predicted and you renew your plan, you'll receive a credit that offsets future health plan costs. If claims run higher than expected, you'll owe no additional dollars. In 2016 our multi-year Level Funding clients received a total of \$80 million dollars in surplus, which equated to an average surplus of \$42,700 per client.<sup>3</sup>

### Graded Funding

**Pay as you go** for actual claims. If those claims are lower than expected, you'll enjoy immediate savings. If claims run higher than expected, you will have a preset maximum that protects you. 86% of all Graded Funding clients have claims experience less than their maximum claim limits.<sup>4</sup>

Together, all the way.<sup>®</sup>



Offered by: Cigna Health and Life Insurance Company.

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## Not all self-funding is the same

Consider the following.

- › **Does your self-funded plan administrator charge additional fees for basic wellness programs, claims reports and run-out administration?** Cigna offers solutions that include these services at no additional charge and optional services for more comprehensive health improvement programs and litigation services.
- › **What is the history and knowledge level of the persons helping you design and manage your self-funded plan?** Cigna has solutions that are supported by a client service team made up of individuals who have many years of experience in launching and managing successful self-funded health plans.
- › **Will a separate stop-loss insurance carrier result in different contracts than the medical plan, causing delays in claim processing and even the potential for nonpayment?** Cigna's medical plan and stop-loss policies are integrated – meaning no coverage gaps, no additional set-up fees and prompt client reimbursement.
- › **Is the plan connected to a “leased” network of hospitals and health care professionals that provide below-market discounts and require separate claim submissions?** Cigna directly manages and maintains our Open Access Plus network, enabling direct payment of claims and market competitive discounts.
- › **Does stop-loss cover accumulative and individual claims?** Cigna's stop-loss insurance protects you from an accumulation of high claims across your entire employee population, plus it provides protection for individual catastrophic claims.

## Advantages of being a Cigna client

With our self-funding solutions, you'll also enjoy all of the advantages of being a Cigna client.

- › Strong medical plan designs, including traditional and a high-deductible plan with a savings account
- › Discounts on medical costs when you also purchase our dental product<sup>5</sup>
- › Wellness programs that can help improve your employees' health
- › Dedicated local client service and underwriting teams proficient in all funding solutions
- › 24/7 live customer service

**If you're ready to build a smart health plan strategy around self-funding contact your Cigna representative**



## Both Cigna self-funding solutions offer:

- › The ability to tailor the same health plan across multiple states
- › HIPAA compliant, client-specific claim reports that track how your health care dollars are being spent
- › Transparent renewal methodology that incorporates employee claims
- › Immediate reimbursement through integrated stop-loss with no “gaps” in financial protection
- › Cigna Open Access Plus network with competitive discounts for hospitals and health care professionals
- › The ability to offer smaller employers self-funding solutions that include medical and dental products



1. In most states, Cigna offers group insurance coverage to employers with 51 or more full-time employees, as well as administrative services for self-funded plans with as few as 25 full-time employees. For more information about your state, contact your Cigna sales representative.
2. Cigna internal data for the 2016 year, for Cigna clients with fewer than 250 employees.
3. Cigna internal data for clients effective during 1/1/2016–12/31/2016. Surplus credits will vary and are not guaranteed – subject to plan renewal.
4. Cigna internal data for clients effective during 1/1/2016–12/31/2016. Results will vary and are not guaranteed.
5. Availability may vary by plan type and location and is subject to change.

All health benefit plans and stop-loss insurance policies contain exclusions and limitations. For costs and complete details of coverage, contact your Cigna representative.

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