

## Optima Fast Facts

An update for Optima Health broker partners

### OBICI HEALTH SYSTEM SIGNS LETTER OF INTENT TO MERGE WITH SENTARA HEALTHCARE

There's breaking news from Optima Health! On September 26, 2005, the Boards of Directors for Obici Health System of Suffolk and Norfolk-based Sentara Healthcare announced the signing of a letter of intent to merge the two organizations.

Obici and Sentara are committed to delivering top-quality healthcare to the citizens of Hampton Roads and their impending merger creates a win-win situation for your groups. We have also made it a top priority to communicate this information with you as quickly as possible.

To find out more today and in the weeks and months ahead, please go to [www.sentara.com](http://www.sentara.com) under News & Events for the latest news updates. If you have any questions, please call your Account Executive.

#### Flu Vaccine Update

The total vaccine supply for the 2005-06 influenza season is not yet known, and Sentara Community Health & Prevention expects to be notified of the availability of flu vaccine in early October. According to the Centers for Disease Control, "the estimated supply for this fall is similar to that available during the 2004-05 season and would be adequate to satisfy historical demand for influenza vaccine among persons considered by the Advisory Committee on Immunization Practices (ACIP) to be at high risk for serious complications associated with influenza virus infection." Updates will be posted at [www.optimahealth.com](http://www.optimahealth.com).

**Great news!** Optima Health Plan's Weiss Rating was upgraded from A- to A+ based on data through December 31, 2004. The A+ rating is the highest grade possible from Weiss and it places Optima in an elite group of only 12 health insurance companies in the nation. "This rating means our members can count on us for coverage," said Optima President Michael Dudley. "We are committed to serving our members' needs and to helping them stay healthy through innovative disease management and health education programs." Optima also operates its own in-house pharmacy management program, assuring a formulary of the safest, most effective medications at the lowest overall cost.

Optima Health is growing, also, having recently established a sales office in Richmond, Virginia and launching its new Medicare PPO product, Optima Medicare Preferred, in 60 Virginia localities. Learn more about Optima Health at [www.optimahealth.com](http://www.optimahealth.com).

#### Questions about Optima Fast Facts? Call 757-687-6030

We welcome any questions you may have about items in this update.

Optima Health has a new discount dental network, **Dominion Dental!** Members are still able to receive dental services at a discount of up to 20% on usual and customary charges.

To receive your dental discount, simply:

- Choose a participating provider.
- Schedule an appointment directly with any participating provider.
- Give the participating provider your member ID card information.
- Pay the discounted fee when you receive services

The savings brought to you as part of the Dental Care Discount Program do not affect your premiums, and are not covered benefits of your plan. Discounts may not be used in conjunction with any other discount, rider or benefit. You will be responsible for applicable taxes.

For a list of Discount Dental Providers, please visit Optima's Healthy, Wealthy & Wise Discount Program at [www.optimahealth.com](http://www.optimahealth.com).

## **Optima Health Introduces 'Optima Medicare Preferred'**

-Medicare PPO offers choice, savings, convenience-

Optima Medicare Preferred, a new PPO for Medicare recipients through Virginia-based Optima Health, is being offered in the Hampton Roads, Richmond, Charlottesville and Winchester areas.

"Optima has a 20-year track record in Virginia," says Megan Padden, Vice President of Government Programs with Optima Health. "Optima Medicare Preferred will bring added value and satisfaction to our Medicare members."

The new plan offers Optima's award-winning disease management and care coordination programs and simplified billing with lower monthly premiums than comparable supplemental plans. Also, Optima Medicare Preferred eliminates the need for recipients to purchase traditional Medigap coverage. Members will be free to choose physicians and hospitals without a referral from a primary care physician. Network services require little or nothing in co-pays. Members can also choose non-network providers and pay slightly more, but still less than the deductibles and coinsurance required by traditional Medicare coverage.

"We hope current employer-based Optima customers will choose Optima Medicare Preferred as they reach retirement age," says Michael M. Dudley, President of Optima Health, "and that non-members approaching Medicare eligibility will see the great value we've built into this product." Dudley adds, "We will also offer a Medicare Advantage prescription drug benefit in 2006. This combination will offer our members comprehensive health management with a minimum of cost and paperwork."

Product and enrollment information is available at [www.optimahealth.com](http://www.optimahealth.com).