



The Milliman Medicare Advantage Competitive Value Added Tool (MACVAT®) offers comprehensive plan comparisons that enable you to quickly evaluate relative values of Medicare Advantage program plans.

### How competitive are your offerings?

To succeed in the increasingly crowded Medicare Advantage market, Medicare Advantage organizations (MAOs) need an objective view of how their plans compare to the competition. Your offerings will be scrutinized by other MAOs and prospective members relative to other options available in their market. That is why it is vital to have competitive intelligence that shows exactly how your benefits measure up to potential members.

Milliman MACVAT® gives you an accessible, flexible, and easy-to-use tool that can help you make your upcoming plan year offerings attractive to today's value conscious Medicare enrollees.

### Compare plan values with ease

Milliman MACVAT is intuitive and uses our proprietary Part C and Part D rating models to quantify the "value added" of each plan's in-network services relative to traditional Medicare. The results are expressed in dollars per member per month (PMPM) and displayed in Excel spreadsheets. You can view both total value added and specific coverages for Part C and Part D. In addition, Part C is further detailed for inpatient, outpatient, professional, Medicare-covered, and non-Medicare-covered services.

### Sample comparison

In the following example, three plans are evaluated to demonstrate the value they offer the average member based on their premium and benefits offered.

Plan 2 charges the same premium as Plan 1, but its benefits are richer, leading to a higher overall value added over all three plans. Plan 3 has the richest benefits, but also charges a higher premium, leading to an overall lower value added than both Plan 1 and Plan 2.

FIGURE 1: VALUE ADDED FOR THE AVERAGE PROSPECTIVE MEMBER



Milliman MACVAT produces results relative to the benchmark of traditional Medicare in a specific selected county, so the results are clear and easy to compare.

## Powerful features put the information you need at your fingertips

### Plan data spans the U.S. across multiple years

Milliman MACVAT is broad and comprehensive. It provides information for individual Medicare Advantage plans offered in every county in the United States and Puerto Rico. Broad geographical coverage is critical when your analysis needs to capture the unique cost structures within local markets. The prior year summaries of value added also help tell a story about the various plans' competitive positions and how they have changed over the last four years.

### Deep data set for each plan and provider

MACVAT compiles a complete and up-to-date set of data on each plan. It starts with basic identifiers such as plan type, SNP type and detail, line of business, and parent company. Next, the tool includes data for enrollment, star ratings, premiums, value added, and benefit cost sharing for nearly all Medicare Advantage benefits for the current year and the preceding three years.

### Powerful visualizations enhance the information

As a supplement to Milliman MACVAT, the MACVAT Dashboard enables you to quickly filter and create data visualizations. With this solution, you can visualize market statistics, including enrollment and market share, Medicare Advantage penetration, value added, benefit prevalence, premium, and star rating. Further, by employing Microsoft's Power BI, the Milliman MACVAT can provide you with a more comprehensive understanding of your market.

### Filters allow you to select the information you want to see

You'll want to focus on the specific locations and variables that apply to your circumstances. Milliman MACVAT makes it easy to:

- Filter results based on enrollment, value added, premium, star rating, etc.
- Study comparison results instantly, such as changes in a plan's benefits or enrollment numbers over time.
- View value added scores both numerically and graphically and evaluate results for both non-dual and dual-eligible members (eligible for both Medicare and Medicaid).
- Analyze information broken out by benefit service categories of Part C and Part D.

### Market intelligence made easy

Whether you're already engaged in the Medicare Advantage marketplace, wondering how your Medicare Supplement block compares to the local MA market, or currently weighing your prospects, Milliman MACVAT is ideal. This flexible tool does all the work of gathering up-to-date information from various nationwide data sets. Then, Milliman's proprietary rating models make the data comparable, giving you objective information you can use to make strategic decisions with confidence.



Milliman is among the world's largest providers of actuarial and related products and services. The firm has consulting practices in life insurance and financial services, property & casualty insurance, healthcare, and employee benefits. Founded in 1947, Milliman is an independent firm with offices in major cities around the globe.

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