



## **B.13 – Press Releases**



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## News Release

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### **AETNA WINS CONTRACT FOR PENNSYLVANIA MEDICAID PROGRAM**

**PHILADELPHIA, March 8, 2010** — The State of Pennsylvania notified Aetna (NYSE: AET) that it has awarded a Medicaid managed care contract to Aetna Better Health,<sup>SM</sup> Aetna's Medicaid business.

Aetna Better Health of Pennsylvania will administer Medicaid benefits for the state of Pennsylvania. Aetna Better Health will begin providing services in Pennsylvania on April 1.

The program will offer health care coverage to Medicaid Medical Assistance (MA) members in the five-county Southeast Zone, including Philadelphia, Delaware, Chester, Montgomery and Bucks counties. The program also is offered in the ten-county Lehigh-Capital Zone, including Northampton, Lehigh, Berks, Lancaster, Lebanon, Dauphin, Perry, Cumberland, York and Adams counties.

"We are excited to partner with the state of Pennsylvania in providing health care solutions for the state's most vulnerable populations," said Deborah Nichols, chief executive officer of Aetna Better Health of Pennsylvania.

Tom Kelly, head of Aetna's Medicaid business unit, added, "We are confident that we can deliver on the promise of managed care – improved health status,

better access to care and more emphasis on prevention and education. We are known nationally for our ability to establish a durable partnership with health care providers and community leaders that is focused on quality service for our members.”

### **About Aetna**

Aetna is one of the nation’s leading diversified health care benefits companies, serving approximately 36.1 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see [www.aetna.com](http://www.aetna.com).

### **About Aetna Better Health**

Aetna Better Health<sup>SM</sup> is the name used for Aetna Medicaid plans in Connecticut, Pennsylvania and Texas. Aetna owns Medicaid plans and administers Medicaid services for more than one million people in seven states. In addition, it provides care management services to hundreds of thousands of high-cost, high-need Medicaid members in four states. For further information, go to [www.aetnabetterhealth.com](http://www.aetnabetterhealth.com).

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 **The Children's Hospital of Philadelphia®**  
Hope lives here.

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## News Release

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### **THE CHILDREN'S HOSPITAL OF PHILADELPHIA JOINS AETNA BETTER HEALTH NETWORK**

**PHILADELPHIA, April 26, 2010** – Aetna Better Health<sup>SM</sup> in Pennsylvania and The Children's Hospital of Philadelphia announced today that they have reached agreement on a new contract that adds the hospital to the Medicaid provider's network in Pennsylvania. The new contract is effective immediately.

Aetna Better Health, Aetna's (NYSE: AET) Medicaid business, was awarded a contract by the Commonwealth of Pennsylvania and began offering a managed care Medicaid program in the Commonwealth on April 1.

"We are pleased to announce this agreement, which enables Children's Hospital to continue its mission of providing the highest-quality health care to children in our region," said Madeline Bell, chief operating officer at The Children's Hospital of Philadelphia. "As a participating provider, we are excited to work with Aetna Better Health and offer families access to The Children's Hospital of Philadelphia and the CHOP Care Network."

"We strive to provide our members with access to high-quality hospitals and physicians," said Deborah Nichols, chief executive officer of Aetna Better Health in Pennsylvania. "Children's Hospital is the nation's leading pediatric hospital and has a well-deserved reputation for its dedication to the children it serves, exceptional clinical care and cutting-edge pediatric research."

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Aetna has a long-time presence in the Pennsylvania market. Aetna provides and administers health benefits for more than one million commercial members in the state. The company has offered a Children's Health Insurance Program (CHIP) for 28,000 low-income Pennsylvania children since 1993, four years before the federal government established its CHIP program.

Aetna Better Health will open a new office next month at 2000 Market St., Philadelphia.

### **About Aetna**

Aetna is one of the nation's leading diversified health care benefits companies, serving approximately 36.1 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see [www.aetna.com](http://www.aetna.com).

### **About Aetna Better Health**

Aetna Better Health is the name used for Aetna Medicaid plans in Connecticut, Pennsylvania and Texas. Aetna currently owns and/or administers Medicaid managed health care plans for approximately 1.1 million members in nine states. In addition, Aetna Medicaid provides comprehensive care management services for more than 277,000 aged and disabled health plan members in eight states, and another 16,000 low income, dually eligible (Medicare and Medicaid) individuals through Medicare Advantage Special Needs Plans (SNPs) in two states. For further information, go to [www.aetnabetterhealth.com](http://www.aetnabetterhealth.com).

### **About The Children's Hospital of Philadelphia**

The Children's Hospital of Philadelphia was founded in 1855 as the nation's first pediatric hospital. Through its long-standing commitment to providing exceptional patient care, training new generations of pediatric healthcare professionals and pioneering major research initiatives, Children's Hospital has fostered many discoveries that have benefited children worldwide. Its pediatric research program is among the largest in the country, ranking second

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in National Institutes of Health funding. In addition, its unique family-centered care and public service programs have brought the 460-bed hospital recognition as a leading advocate for children and adolescents. For more information, visit <http://www.chop.edu>. The Children's Hospital of Philadelphia Care Network has nearly 50 locations in southeastern Pennsylvania and New Jersey, offering top-ranked primary and specialty care services in convenient community-based locations. Visit [www.chop.edu/network](http://www.chop.edu/network) for more information about specific services at each location.

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**News Release**

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**CROZER-KEYSTONE HEALTH SYSTEM JOINS  
AETNA BETTER HEALTH NETWORK**

**PHILADELPHIA, Sept. 13, 2010 (update date to reflect current date of news release)** - Aetna® Better Health in Pennsylvania and Crozer- Keystone Health System announced today that they have reached agreement on a new contract that adds the health system to the Medicaid provider’s network in Pennsylvania. The new contract is effective immediately.

Aetna Better Health, Aetna’s (NYSE: AET) Medicaid business, was awarded a contract by the Commonwealth of Pennsylvania and began offering a Medicaid managed care program in the Commonwealth on April 1, 2010. It currently has approximately 30,000 members across the Southeastern and Lehigh/Capital regions of Pennsylvania. Aetna Better Health has established its Pennsylvania presence and is located at 2000 Market Street in Philadelphia.

“We are pleased to announce this agreement, which enables us to continue our mission of providing high-quality health care to families in our region,” said Joan K. Richards, president and chief executive officer of Crozer-Keystone Health System. “We are excited to work with Aetna Better Health and offer families access to our health system.”

“We strive to provide our members with access to high-quality hospitals and physicians,” said Deborah Nichols, chief executive officer of Aetna Better Health in Pennsylvania. “Crozer-Keystone has a well-deserved reputation for providing a full spectrum of wellness, prevention, acute care, rehabilitation and restorative care to the community.”

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Crozer-Keystone includes five hospitals and a comprehensive physician network of primary-care and specialty practices. A leader in community health, it was presented a NOVA Award from the American Hospital Association for its excellence and innovation in community health.

Aetna has a long-time presence in the Pennsylvania health care market. Aetna provides and administers health benefits for more than one million commercial members in the state. In addition to its Medicaid members, the company has offered a Children's Health Insurance Program (CHIP) for 26,000 low-income Pennsylvania children since 1993, four years before the federal government established its CHIP program.

### **About Aetna**

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### **About Aetna Better Health**

Aetna Better Health is the name for Aetna Medicaid plans in Connecticut, Pennsylvania and Texas. Aetna currently owns and/or administers Medicaid managed health care plans for more than one million members in nine states. In addition, Aetna Medicaid provides care management services for thousands of aged and disabled health plan members in eight states, and low income, dually eligible (Medicare and Medicaid) individuals through an Arizona Medicare Advantage Special Needs Plan. For further information, go to [www.aetnabetterhealth.com](http://www.aetnabetterhealth.com).

### **About Crozer-Keystone Health System**

Established in 1990, Crozer-Keystone Health System is the largest employer and provider of healthcare services in Delaware County. The system comprises five hospitals as well as a network of primary care and specialty physicians and the Healthplex® Sports Club. Call 1-800-CK-HEALTH or visit [www.crozer.org](http://www.crozer.org) for more information.

# Aetna Wins Contract for Illinois Managed Medicaid Pilot Program

CHICAGO, September 14, 2010 — The state of Illinois notified Aetna (NYSE: [AET](#)) that it has awarded a Medicaid managed care contract to Aetna Better Health<sup>SM</sup>, Aetna's Medicaid business.

Aetna Better Health of Illinois will administer Medicaid benefits for Illinois residents enrolled in the state's new managed Medicaid pilot program for Older Adults and Adults with Disabilities. Aetna Better Health will begin providing services in Illinois on January 1, 2011.

The program will offer managed Medicaid benefits to enrollees in the state's Integrated Care Program (ICP) in suburban Cook, DuPage, Kane, Kankakee, Lake, and Will counties.

"We are excited to partner with the state of Illinois in providing health care solutions for those most in need in the state," said Tom Kelly, head of Aetna Medicaid.

He added, "We are committed to partnering with the state of Illinois to provide a managed health care solution for enrollees in the Integrated Care Program. We believe we can help enrollees and their caregivers find needed health services more easily, and better coordinate the care they receive, while helping the state achieve its dual objectives of quality and efficiency. We look forward to working with Chicago-area physicians, other health professionals and hospitals who serve these enrollees, and the community groups who represent these enrollees, to improve member health and ability to live independently."

## **About Aetna**

Aetna is one of the nation's leading diversified health care benefits companies, serving approximately 35.8 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see <http://www.aetna.com/index.html>.

## **About Aetna Better Health**

Aetna Better Health is the name used for Aetna Medicaid plans in Connecticut, Illinois, Pennsylvania and Texas. Aetna owns Medicaid plans and administers Medicaid services for more than one million people in eight states. In addition, it provides care management services to hundreds of thousands of high-cost, high-need Medicaid members in four states. For further information, go to <http://www.aetnabetterhealth.com/>.

# Robert Mendonsa To Lead Aetna Better Health In Illinois

CHICAGO, January 26, 2011 — Aetna (NYSE: [AET](#)) today announced the appointment of Robert Mendonsa, 51, as chief executive officer in Illinois for Aetna Better Health<sup>SM</sup>, Aetna's Medicaid business.

Mendonsa comes from Chicago's Association House, a nonprofit agency that provides life-changing human service programs to Chicagoans most in need. He was chief financial and administrative officer there. Previously, he was at Aetna for nearly 20 years serving in a variety of management positions.

"Robert's extensive knowledge of and commitment to Chicago, as well as his strategic focus, will be a great asset as we implement this program in Illinois," said Jan Stallmeyer, regional vice president for Aetna Medicaid.

Aetna Better Health of Illinois will be one of two companies administering Medicaid benefits for Illinois residents enrolled in the state's new managed Medicaid pilot program for older adults and adults with disabilities.

The program will offer managed Medicaid benefits to enrollees in the state's Integrated Care Program (ICP) in suburban Cook, DuPage, Kane, Kankakee, Lake, and Will counties. It is slated to begin providing services April 1.

## **About Aetna**

Aetna is one of the nation's leading diversified health care benefits companies, serving approximately 35.4 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see <http://www.aetna.com/index.html>. To learn more about Aetna's innovative online tools, visit <http://www.aetnatools.com/>.

## **About Aetna Better Health**

Aetna Better Health is the name used for Aetna Medicaid plans in Connecticut, Illinois, Pennsylvania and Texas. Aetna administers Medicaid services to more than 1.2 members in 12 states. For further information, go to <http://www.aetnabetterhealth.com/>.