

Cleveland Clinic, Aetna to offer new plans designed to reduce employers' health care costs and expand access to Cleveland Clinic providers for Aetna members through new programs

CLEVELAND, OH, August 19, 2020 – Cleveland Clinic announced today a new multi-faceted collaboration with Aetna, a CVS Health Company (NYSE: CVS), to form an Accountable Care Organization (ACO) model and offer new plans and programs featuring Cleveland Clinic providers. The collaboration includes the launch of a co-branded insurance plan, which could reduce health care costs for participating employers, an expanded relationship nationwide to provide members enrolled in Aetna commercial plans access to second opinions by Cleveland Clinic for certain conditions, and the deployment of Cleveland Clinic's Cardiac Center of Excellence (COE) program to Aetna plan sponsors.

“Given the current economic climate, employers are looking for a cost-effective, high quality insurance plan that also provides access for their employees to coordinated care and advanced medical expertise,” said Steven C. Glass, Chief Financial Officer, Cleveland Clinic. “Cleveland Clinic is committed to improving the health and wellbeing of Aetna members, and we look forward to working together to deliver value-based health care to an expanded patient population.”

Angie Meoli, SVP, Network Strategy and Provider Experience, Aetna, said, “As part of CVS Health's goal of becoming the most consumer-centric health company, we are facilitating access to high-quality health care where and when consumers need it. Cleveland Clinic is renowned for delivering exceptional health care, and our new collaboration will enable our members to receive the personalized and coordinated care they need to get and stay healthy.”

The Aetna Whole Healthsm – Cleveland Clinic co-branded commercial plan offers Northeast Ohio employers and their plan members positive clinical outcomes, improved experience and reduced total cost of care. Care is delivered in a coordinated approach through Cleveland Clinic's network of employed, aligned and affiliated providers. Under the new plan, Aetna members can receive care from the Cleveland Clinic Quality Alliance network of employed and independent community physicians or at any Cleveland Clinic facility. Cleveland Clinic will be rewarded for achieving quality and cost targets.

The Aetna Whole Healthsm – Cleveland Clinic plan provides employers a cost-effective offering beyond Aetna's typical broad network plans, while also giving members access to Cleveland Clinic's care providers. Cleveland Clinic and Aetna participating employers could save as much as 10 percent in health care spending by choosing the new plan over a current Aetna broad network plan.

The organizations have also worked together to expand these savings nationwide, offering Aetna commercial members a new program with streamlined scheduling for specialty services and access to health-plan directed, virtual second opinion services at Cleveland Clinic through a dedicated specialty referral line for Aetna members. Aetna care managers will work one-on-one with members to navigate their specific health needs and personalized care plans.

Fully insured and self-insured employers in Ashtabula, Cuyahoga, Geauga, Lake, Lorain, Medina, Portage, Stark, Summit, and Tuscarawas counties can begin purchasing Aetna Whole Healthsm – Cleveland Clinic plans beginning in the fall of 2020, depending on segment and group size.



This new multi-faceted relationship will involve additional programs and expanded services. For example, the organizations are also launching a Cardiac COE program to offer Aetna plan sponsors across the country cardiac care at Cleveland Clinic, which is home to the No. 1-rated heart program in the nation for the past 26 consecutive years as ranked by *U.S. News & World Report*. The Cardiac COE program is designed to offer patients improved clinical outcomes as well as faster return to work and other activities of their daily lives.

Both organizations are committed to continue working on new initiatives to bring innovative, transformative, and cost-effective care to local communities.

About Cleveland Clinic

[Cleveland Clinic](#) is a nonprofit multispecialty academic medical center that integrates clinical and hospital care with research and education. Located in Cleveland, Ohio, it was founded in 1921 by four renowned physicians with a vision of providing outstanding patient care based upon the principles of cooperation, compassion and innovation. Cleveland Clinic has pioneered many [medical breakthroughs](#), including coronary artery bypass surgery and the first face transplant in the United States. *U.S. News & World Report* consistently names Cleveland Clinic as one of the nation's best hospitals in its annual "America's Best Hospitals" survey. Among Cleveland Clinic's 67,554 employees worldwide are more than 4,520 salaried physicians and researchers, and 17,000 registered nurses and advanced practice providers, representing 140 medical specialties and subspecialties. Cleveland Clinic is a 6,026-bed health system that includes a 165-acre main campus near downtown Cleveland, 18 hospitals, more than 220 outpatient facilities, and locations in southeast Florida; Las Vegas, Nevada; Toronto, Canada; Abu Dhabi, UAE; and London, England. In 2019, there were 9.8 million total outpatient visits, 309,000 hospital admissions and observations, and 255,000 surgical cases throughout Cleveland Clinic's health system. Patients came for treatment from every state and 185 countries. Visit us at clevelandclinic.org. Follow us at twitter.com/CCforMedia and twitter.com/ClevelandClinic. News and resources available at newsroom.clevelandclinic.org.

About Aetna

Aetna, a [CVS Health](#) business, serves an estimated 38 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental and behavioral health plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health information technology products and services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, visit www.aetna.com and [explore how Aetna is helping to build a healthier world](#).

Media Contacts:

Katrina Healy, Cleveland Clinic, 216.386.0955, healyk@ccf.org

Shannon Dillon, Aetna, 281.733.0517, dillons@aetna.com