

Marketing Comparison Voya and Sunlife

\$125,000 Specific Stop Loss

Stop Loss Carrier	Voya Current	Voya Renewal	Sun Life Hays Coop
Specific (Individual) Stop Loss			
Specific Level	\$125,000	\$125,000	\$125,000
Contract Basis	<i>Incurred since 7/1/2013 /12</i>	<i>Incurred since 7/1/2013 /12</i>	24/12
Maximum Annual Specific Benefit	Unlimited	Unlimited	Unlimited
Lifetime Maximum per Person	Unlimited	Unlimited	Unlimited
Benefits Covered	Medical / Rx	Medical / Rx	Medical / Rx
Monthly Specific Premium Rates:	Enroll.		
Single 328	\$101.20	\$101.20	\$49.56
Family 529	\$101.20	\$101.20	\$121.12
Composite 857	\$101.20	\$101.20	\$93.73
Monthly Premium	\$86,728	\$86,728	\$80,328
Annual Premium	\$1,040,741	\$1,040,741	\$963,938
Aggregate Stop Loss			
Contract Basis	<i>Incurred since 7/1/2013 /12</i>	<i>Incurred since 7/1/2013 /12</i>	24/12
Maximum Annual Level	\$1,000,000	\$1,000,000	\$1,000,000
Benefits Covered	Medical / Rx	Medical / Rx	Medical / Rx
Corridor	120%	120%	125%
Monthly Attachment Factors:	Enroll.		
Single 328	\$ 967.20	\$ 1,066.67	\$953.49
Family 529	\$ 967.20	\$ 1,066.67	\$953.49
Composite 857	\$967.20	\$1,066.67	\$953.49
Maximum Claim Liability	\$9,946,685	\$10,969,634	\$9,805,691
Monthly Aggregate Premium Rate:	\$2.25	\$2.50	\$2.33
Monthly Premium	\$1,928	\$2,143	\$1,997
Annual Premium	\$23,139	\$25,710	\$23,962
Total Annual Stop Loss Premium	\$1,063,880	\$1,066,451	\$987,900
Premium % Change from Current		0.2%	-7.1%
Additional Interface Fee Charged by Cigna			
Monthly PEPM Fee	\$1.50	\$1.50	\$1.50
Monthly Total	\$1,286	\$1,286	\$1,286
Annual Total	\$15,426	\$15,426	\$15,426
Total annual Premium and Fee	\$1,079,306	\$1,081,877	\$1,003,326
Premium and Fee % Change from Current		0.2%	-7.0%
Total Claims Liability			
Maximum Annual Claims Liability	\$9,946,685	\$10,969,634	\$9,805,691
Maximum Claims + Total Stop Loss Premium & Fees	\$11,025,991	\$12,051,511	\$10,809,017
Maximum Claims & Premium Change from Current		9.3%	-2.0%
Expected Annual Claims Liability	\$8,288,904	\$9,141,362	\$7,844,553
Expected Claims + Total Stop Loss Premium & Fees	\$9,368,210	\$10,223,239	\$8,847,879
Expected Claims & Premium Change from Current		9.1%	-5.6%
Lasers / Rate Caps / Other Important Items	N/A	No lasers / 45% renewal rate cap	Quoted no new lasers at renewal and 40% renewal rate cap; refund-eligible based on coop experience - requires 2-yr commitment, paid in Aug. 2017 if eligible and still Hays client

