



Producer Service Fees for Aetna middle market business with 51- 100 employees in MD, VA & DC

You will soon have greater control over your compensation. Producer Service Fee (PSF) is a simple compensation process that we have been using as a company for years. We've seen positive results in other segments with renewals and new business cases. Beginning with 9/1/18 renewals and new business in the 51-100 market segment, PSF will be the compensation model on all new and renewing business as plan sponsors move to our Select Off-the-Shelf plans.

PSF uses a Billing and Collection Agreement (BCA) that allows you to negotiate a service fee with your groups for the unique services you offer.

- Negotiate the fees that reflect your services (e.g., charging for complex analytics)
- Take advantage of Aetna's simple "one-and-done" process
 - One rate
 - One bill
 - One check
 - one initial form to sign

There are just a few simple steps to get started with PSF. Here's how:

- Negotiate with the group on service fees and indicate this percentage on the BCA. We're simply the administrator passing it through as a service.
- After your signature, have your group sign the BCA. It's important to get this document signed by all parties before your quote is generated because we must have it completed in order to include the fee

in your quoted rates.

- Return the BCA to your Aetna representative.
 - For September 2018 **renewals**, the BCA is due by **July 2**, 2018.

Note: Once a BCA is signed by all parties it does not need to be re-submitted unless the amount of a PSF changes or there is a Broker of Record change.

We value your contributions to our members. And we'll continue to make operations as efficient and flexible as possible so you have more time for your business.