

# Broker/consultant fact sheet

## UnitedHealthcare Health Savings Account (HSA)

### General introduction

Members deposit money into a health savings account, pre-tax, to use for eligible medical expenses. The employee owns the account, even beyond employment with their existing employer, and unused funds carry over from year to year. A high-deductible health plan is required to be eligible to contribute to an HSA.

### Key features

- ▶ Members can manage their medical claims and HSA together through **myuhc.com**<sup>®</sup> or with a customer care professional.
- ▶ Three account types offer balance of interest, account fees and spending. Non-proprietary mutual fund investing available.
- ▶ Convenience features include debit card, online bill pay and integration with QuickenHealth Expense Tracker through **myuhc.com**.
- ▶ Accounts are administered by OptumHealth Bank, Member FDIC.

### Product positioning

- ▶ Offers a simple way to introduce a consumer-driven health plan with an HSA program by providing a personal consumer experience that maximizes employees' health care investments.
- ▶ Leverages key wellness capabilities, including worksite wellness programs, health assessment, online and telephonic coaching, and personal support.
- ▶ Helps improve employee physical and financial health and well-being through increased ownership, awareness and activation services.
- ▶ Informed health decision-making helps lower overall costs, which are sustained over time.

### Competitive differences

OptumHealth Financial Services is leading the market with providing educational tools that assist brokers, employers and individuals on how to successfully engage in health financial outcomes.

### Target audience

Working professionals who live relatively healthy lives, have minimal health care costs and want to be protected from unexpected high health care expenses.

### Employee/member value proposition

The HSA plan provides coverage for the majority of health needs, establishes an expense account to help save money and pay for care, and provides online tools and personal one-on-one support to help members make informed financial and health decisions.

### Employer value proposition

UnitedHealthcare's consumer-driven health solutions help employers control escalating health care costs and provide employees with a personalized consumer experience including the tools, information and support they need to become better health care consumers.

- ▶ HSA-eligible health plans reduce health care costs for U.S. businesses dramatically, with some studies citing a 20% – 30% lower cost than average premiums.<sup>1</sup>
- ▶ \$852 is the average employee-only premium savings with a HSA-eligible plan.<sup>2</sup>
- ▶ HSAs have application across income groups, consumer life stages and varied employer environments. A recent UnitedHealthcare study found that across income levels, account adoption was highest among those earning less than \$25,000 (64%).<sup>3</sup>

- ▶ HSA enrollees are two to three times more likely to participate in wellness programs than those in non-CDH plans.<sup>4</sup>

## Broker value proposition

Lower-priced health plans to appeal to a broad range of employers and consumers with the ability to save money for health care expenses in a tax-advantaged manner.

## Recommended plan design

\$2,000+ with no more than 90 percent coinsurance

## Network considerations

Standard UnitedHealthcare network considerations apply.

## Cost controls

Standard UnitedHealthcare cost controls apply.

## Medical management

Standard UnitedHealthcare medical management applies.

## Member support

Members have access to the UnitedHealthcare consumer website, **myuhc.com**, which delivers customized wellness information, resources and tools — plus access to personalized health and benefits information. Employee assistance and behavioral health phone services are available 24 hours a day. Pharmacy and transplant coordination services are also offered.

## Date first introduced

2005

## Availability

### States/markets

All

### Funding types

ASO

Fully Insured

### Group sizes

All



Not all products are available in all markets. Please discuss product options with your UnitedHealthcare representative.



1 HSA Insider, HSA Road Rules for Employers, Seventh Edition, May 2008.

2 14th Annual National Business Group on Health/Watson Wyatt Survey Report – 2009, "The Effect of the Economic Crisis on Health Care Programs".

3 2006 survey of 212,000 UnitedHealthcare members enrolled in health savings accounts for the full year of 2006.

4 2008 CDHP Member Experience Report, BlueCross BlueShield Association.

The UnitedHealthcare Health Savings Account (HSA) high-deductible health plan (HDHP) is designed to comply with IRS requirements so eligible enrollees may open a health savings account with a bank of their choice or through OptumHealth Bank, Member of FDIC. "UnitedHealthcare HSA" refers generally to the UnitedHealthcare HSA product, which includes a HDHP, although at times "UnitedHealthcare HSA" may refer only and specifically to the UnitedHealthcare Health Savings Account, provided in conjunction with OptumHealth Bank and not to the associated HDHP.

Insurance coverage provided by or through UnitedHealthcare Insurance Company or its affiliates. Administrative services provided by UnitedHealthcare Insurance Company, United Health Care Services, Inc. or their affiliates. Health Plan coverage provided by or through a UnitedHealthcare company.

For a complete description of the UnitedHealth Premium® Designation program, including details on the methodology used, geographic availability, program limitations and medical specialties participating, please see **myuhc.com**®.