

Tip Sheet Medicare Advantage Plan Market Share Analysis Top Five Plans by County

Purpose:

The Centers for Medicare & Medicaid Services (CMS) provides monthly data on Medicare Advantage enrollment in the United States, by County. This tip sheet provides an overview on how to conduct a market analysis to determine the top Medicare Advantage plans, by enrollment in a specific county.

Background:

Medicare Advantage, also known as Medicare Part C, provides an option for Medicare beneficiaries to enroll in a managed care plan to administer their Medicare benefits. Medicare Advantage (MA) plans have different levels of market share depending on the specific market. If a community-based organization (CBO) wishes to provide reimbursable services to a beneficiary who is enrolled in an MA plan, then the organization must contract directly with the MA plan before initiating services for the target population.

Procedure:

1. First, access the CMS website dedicated to providing Medicare Advantage plan and Medicare Part D enrollment using the following link:

https://www.cms.gov/MCRAdvPartDEnrolData/01 Overview.asp#TopOfPage

The following screenshot shows the CMS webpage that is accessed using the link above:

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CM	S.aov			Learn about <u>your</u>	healthcare options		Search
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Home > Resear	rch, Statistics, Data and	Systems > Medicare Advantage/P	Part D Contract a	nd Enrollment Data	Medicare Advantage/F	Part D Contract and Enrollment Da	ta
Medicare Ac	dvantage/Part D	Medicare Advant	age/Part	D Contract	and Enrolime	ent Data	
Contract and Data	d Enrollment						
Monthly Contrac	and Enrollment	The Medicare Advantage ((MA) / Part D (contracts and	Contract and Enro	liment Data section s numbers, service are	serves as a centralized repose a data, and contact informati	itory for
Summary Report	t	MA, Prescription Drug Plan	n (PDP), cost,	PACE, and demo	nstration organizatio	ns.	
Monthly Enrollm	ent by Contract	The monthly updates to the	ese contract a	nd enrollment rep	orts are scheduled to	be published to the web site	by the
Monthly Enrollm	ent by	15 th of each month.					
Contract/Plan/St	ate/County	An inventory of the current	tly available re	ports is provided	below with a brief de	scription of the content.	
Monthly Enrollm	ent by Plan						
Monthly MA Enro	ollment by		Invent	long of Deposite with	h Brief Descriptions		
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oraroroounty		Monthly Enrollment by	Provides	s monthly enrollm	ent at the contract/ol	an/state/county level for all	



2. Once at the webpage, you will see a series of options along the left side of the page. In order to determine the Medicare Advantage Penetration numbers in the requested County, you will access the following table:



Monthly MA Enrollment by State/County/Contract

3. When you click on that link, you will see a listing of available files, in chronological order using based on date (YYYY-MM):

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onthly PDP Enroll	ment by	MA Enrollment by SCC			2014-07		
tate/County/Contra	act	MA Enrollment by SCC			2014-06		
A State/County Pe	enetration	MA Enrollment by SCC			2014-05		
DP State/County P	enetration	MA Enrollment by SCC			2014-04		
MA Contract Service State/County	e Area by	MA Enrollment by SCC			2014-03		



- 4. Identify the month for which you would like to view the MA plan enrollment data, and click on that file.
- 5. When you click you will be prompted to download a CSV File. When prompted, accept the request to download the requested file. NOTE: Choose the "Abridged" file to filter out any plan with fewer than ten (10) enrollees.

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Medicare Adv	vantage/Part D	Details for title:	MA Enroll	ment by SC	c		
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Return to List		Report Period		2014-08			
	4	Downloads					
		MA Enrollment by State	County/Contrac	t - August 2014	Eull version [ZIP. 2)	ABI 🗐	
		MA Enrollment by State	e/County/Contrac	t - August 2014	- Abridged version to	exclude rows with 10 or less	
		enrollees. [ZIP, ZZOND]					

- 6. Open the downloaded file
- 7. When you open the downloaded file, you will note that it is a large file and that the data is categorized in alphabetical order by county and then by state.
- 8. Scroll to the state and county that you wish to analyze



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1	County	State	Concept II	Organization	Name			Organization	Plan Type	SSA Code	FIPS Code	Enrolled
2	Autauga	AL	H0154	BLUE CROSS A	ND BLUE SHIELD O	F ALABAMA		Local CCP	Local PPO	1000	1001	252
3	Autauga	AL	H0150	HEALTHSPRIN	G OF ALABAMA, IN	С.		Local CCP	НМО/НМОР	1000	1001	632
4	Autauga	AL	H0151	UNITEDHEALT	HCARE OF ALABAN	IA, INC.		Local CCP	HMO/HMOP	1000	1001	701
5	Autauga	AL	H0154	VIVA HEALTH,	INC.			Local CCP	HMO/HMOP	1000	1001	1141
6	Autauga	AL	H1509	UNITEDHEALT	HCARE INSURANCE	COMPANY		Local CCP	Local PPO	1000	1001	28
7	Autauga	AL	H1681	HUMANA INS	URANCE COMPANY	(Local CCP	Local PPO	1000	1001	145
8	Autauga	AL	H8145	HUMANA INS	URANCE COMPANY	1		PFFS	PFFS	1000	1001	53
9	Autauga	AL	H9572	BCBS OF MICH	IIGAN MUTUAL INS	SURANCE COMPANY		Local CCP	Local PPO	1000	1001	14
10	Autauga	AL	R5826	HUMANA INS	URANCE COMPANY	1		Regional CCP	Regional PPC	1000	1001	51
11	Baldwin	AL	H0104	BLUE CROSS A	ND BLUE SHIELD O	F ALABAMA		Local CCP	Local PPO	1010	1003	3542
12	Baldwin	AL	H0150	HEALTHSPRIN	G OF ALABAMA, IN	С.		Local CCP	НМО/НМОР	1010	1003	2211
13	Baldwin	AL	H0151	UNITEDHEALT	HCARE OF ALABAN	IA, INC.		Local CCP	НМО/НМОР	1010	1003	3087
14	Baldwin	AL	H0154	VIVA HEALTH,	INC.			Local CCP	НМО/НМОР	1010	1003	275
15	Baldwin	AL	H1509	UNITEDHEALT	HCARE INSURANCE	COMPANY		Local CCP	Local PPO	1010	1003	146
16	Baldwin	AL	H2012	HUMANA HEA	LTH PLAN, INC.			Local CCP	НМО/НМОР	1010	1003	3247
19714	Dallas	ТХ	H4590	UNITEDHEALT	HCARE BENEFITS O	F TEXAS, INC.		Local CCP	НМО/НМОР	45390	48113	41273
19715	Dallas	ТХ	H4652	UNION PACIFI	C RAILROAD EMPLO	OYES HEALTH SYSTEMS		HCPP - 1833	HCPP - 1833	45390	48113	16
19716	Dallas	тх	H5294	SUPERIOR HEA	ALTH PLAN, INC.			Local CCP	НМО/НМОР	45390	48113	337
19717	Dallas	тх	H5521	AETNA LIFE IN	SURANCE COMPAN	NY		Local CCP	Local PPO	45390	48113	13
19718	Dallas	ТХ	H5656	SELECTCARE H	EALTH PLANS, INC			Local CCP	нмо/нмор	45390	48113	2890
		SCC Enrollmen	t MA Alt 2014 09.c .	+/								

9. Scroll across the table to determine the key data elements for the market you are analyzing. When you identify the reference county, sort the list by the Enrolled column (the number of persons enrolled in each MA plan).

Example:

The process for sorting and analyzing MA Plan enrollment by county is as follows:

- a. Sort the data using the following commands.
 - i. Select "Data" from the Menu bar
 - ii. On the Data drop down menu, select "Sort"



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3	Autauga	AL	H0150	HEALTHSPRI	Local CCP	HMO/HM	Cons	olidate	1001		-				
4	Autauga	AL	H0151	UNITEDHEAI	Local CCP	HMO/HM	Grou	p and Ou	utline	•					
5	Autauga	AL	H0154	VIVA HEALTH	Local CCP	HMO/HM							_		
7	Autauga	AL	H1509	HUMANA IN	Local CCP	Local PPO	Pivot	Table			-		_		
8	Autauga	AL	H8145	HUMANA IN	PFFS	PFFS	Table	Tools							
9	Autauga	AL	H9572	BCBS OF MIC	Local CCP	Local PPO	Cet F	stornal [Data						
10	Autauga	AL	R5826	HUMANA IN	Regional CO	CF Regional F	Defre	Atemaria	Data	-	_		_		
12	Baldwin	AL	H0104	HEALTHSPRI	Local CCP	HMO/HMD	Refre	esti Dala		/19/			_		
13	Baldwin	AL	H0151	UNITEDHEAL	Local CCP	HMO/HMO	P	1010	1003	3165					
14	Baldwin	AL	H0154	VIVA HEALTH	Local CCP	нмо/нмо	P	1010	1003	275					
15	Baldwin	AL	H1509	UNITEDHEAL	Local CCP	Local PPO		1010	1003	149					
16	Baldwin	AL	H2012	HUMANA HE	Local CCP	HMO/HMO	P	1010	1003	3166					
17	Baldwin	AL	H3916	HIGHMARK,	Local CCP	Local PPO		1010	1003	56					
18	Baldwin	AL	H5521	AETNA LIFE I	Local CCP	Local PPO		1010	1003	130					
19	Baldwin	AL	H6609	HUMANA IN	Local CCP	Local PPO		1010	1003	94			_		
20	Baldwin	AL	H8145	HUMANA IN	PFFS	PFFS	-	1010	1003	131			_		
21	Baldwin	AL	H9572	BUILT CROCC	Local CCP	Local PPO		1010	1003	1/8			_		
22	Baldwin	AL	05947	BLUE CRU33	Regional CC	C Regional PC	IC .	1010	1003	40					
24	Barbour		H0104	BILLE CROSS	Local CCP	Local PPO		1020	1005	164			-		
25	Barbour	AL	H1681	HUMANA IN	Local CCP	Local PPO		1020	1005	210					
26	Barbour	AL	H9572	BCBS OF MIC	Local CCP	Local PPO		1020	1005	13					
27	Barbour	AL	H9947	BLUE CROSS	Local CCP	Local PPO		1020	1005	18					
28	Barbour	AL	R5826	HUMANA IN	Regional CO	CF Regional PF	ic :	1020	1005	456					
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b. Once you have selected the Sort command, you will have an option to "Customize" your Sort using the following selections

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Baldwin	AL	H0104	BLUE CROSS Local CCP	Local PPO	1010	1003	3526		
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		H0151	UNITEDHEAL Local CCP	нмо/нмор	1010	1003	2165		
Baldwin	AL						3103		
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- c. Using the Sort Commands, you can customize the presentation of the data by State, then by County, then by health plan enrollment numbers, using the following selections:
 - i. Select Sort by State
 - ii. Select Sort by County
 - iii. Select Sort by Enrollment Largest to Smallest



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6	Autauga		H1509	UNITEDHEAL	Local CC	+ - •	copy							
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11	Baldwin	AL	H0104	BLUE CROSS	Local CCP	Local PPO	10	10 1003	3526					
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14	Baldwin	AL	H0154	VIVA HEALTH	Local CCP	HMO/HMO	10	10 1003	275					
16	Baldwin	AL	H1509	HUMANA HE	Local CCP	HMO/HMO	10	10 1003	3166					
17	Baldwin	AL	H3916	HIGHMARK	Local CCP	Local PPO	10	10 1003	5100					
18	Baldwin	AL	H5521	AETNA LIFE I	Local CCP	Local PPO	10	10 1003	130					_
	Baldwin	AL	H6609	HUMANA IN	Local CCP	Local PPO	10	10 1003	94					
20	Baldwin	AL	H8145	HUMANA IN	PFFS	PFFS	10	10 1003	131					
	Baldwin	AL	H9572	BCBS OF MIC	Local CCP	Local PPO	10	10 1003	178					
22	Baldwin	AL	H9947	BLUE CROSS	Local CCP	Local PPO	10	10 1003	48					
23	Baldwin	AL	R5826	HUMANA IN	Regional CCP	Regional PP	10	10 1003	337					_
24	Barbour	AL	H0104	BLUE CROSS	Local CCP	Local PPO	10	20 1005	164					_
25	Barbour	AL	H1681	HUMANA IN	Local CCP	Local PPO	10	20 1005	210					
20	Barbour	AL	H99/2	BULIE CROSS	Local CCP	Local PPO	10	20 1005	13					
28	Barbour	AL	R5826	HUMANA IN	Regional CCP	Regional PP	10	20 1005	456					
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12	Baldwin	AL	H0150	HEALTHSPR	II Local CCP	HMO/HM0	DP 1010	0 1003	2192					
13	Baldwin	AL	H0151	UNITEDHEA	L Local CCP	нмо/нмо	JP 1010	1003	3165					
14	Baldwin	AL	H0154	VIVA HEALT	F Local CCP	HMO/HM0	JP 1010	1003	2/5					
15	Baldwin	AL	H1509	UNITEDHEA	Local CCP	Local PPU	1010	1003	149					
17	Baldwin	AL	H2012	HUMANAH	Local CCP	Local PRO	1010	1003	3100					
18	Baldwin	AL	H5521	AETNIA LIEE	Local CCP	Local PPO	1010	1003	130					
19	Baldwin	AL	H6609	HUMANA IN	Local CCP	Local PPO	1010	1003	130					
20	Baldwin	AL	H8145	HUMANA IN	PEES	PEES	1010	1003	131					
21	Baldwin	AL	H9572	BCBS OF MI	C Local CCP	Local PPO	1010	1003	178					
22	Baldwin	AL	H9947	BLUE CROSS	S Local CCP	Local PPO	1010	1003	48					
23	Baldwin	AL	R5826	HUMANA IN	Regional CC	P Regional P	PC 1010	1003	337					
24	Barbour	AL	H0104	BLUE CROSS	5 Local CCP	Local PPO	1020	1005	164					
25	Barbour	AL	H1681	HUMANA IN	Local CCP	Local PPO	1020	1005	210					
26	Barbour	AL	H9572	BCBS OF MI	C Local CCP	Local PPO	1020	1005	13					
27	Barbour	AL	H9947	BLUE CROSS	5 Local CCP	Local PPO	1020	1005	18					
28	Barbour	AL	R5826	HUMANA IN	Regional CC	P Regional P	PC 1020	1005	456					
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Once the list is sorted by State, by County, and then by enrollment, scroll to the appropriate County and assess the plans by enrollment number rankings. Select Largest to Smallest



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8 9 0 1	Autauga Autauga Autauga Baldwin	AL AL AL AL	H8145 H9572 R5826 H0104	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS	PFFS Local CCP Regional CCP Local CCP	Regional PPC Local PPO	1000 1000 1010	1001 1001 1003	14 52 3526				
8 9 .0 .1 .2	Autauga Autauga Autauga Baldwin Baldwin	AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII	PFFS Local CCP Regional CCP Local CCP Local CCP	Local PPO Regional PPC Local PPO HMO/HMOP	1000 1000 1010 1010	1001 1001 1003 1003	14 52 3526 2192				
8 9 1 2 3	Autauga Autauga Autauga Baldwin Baldwin Baldwin	AL AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150 H0151	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL	PFFS Local CCP Regional CCP Local CCP Local CCP Local CCP	Regional PPC Local PPO HMO/HMOP HMO/HMOP	1000 1000 1010 1010 1010	1001 1001 1003 1003 1003	14 52 3526 2192 3165				
8 9 1 2 3 4	Autauga Autauga Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150 H0151 H0154	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH	PFFS Local CCP Regional CCP Local CCP Local CCP Local CCP Local CCP	Regional PPC Local PPO HMO/HMOP HMO/HMOP	1000 1000 1010 1010 1010 1010	1001 1001 1003 1003 1003 1003	14 52 3526 2192 3165 275				
8 9 .0 .1 .2 .3 .4 .5	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H0012	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH UNITEDHEAL	PFFS Local CCP Regional CCP Local CCP Local CCP Local CCP Local CCP Local CCP	Regional PPC Local PPO HMO/HMOP HMO/HMOP HMO/HMOP Local PPO	1000 1000 1010 1010 1010 1010 1010	1001 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149				
8 9 10 12 13 14 15 16	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H2012 H0016	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH UNITEDHEAL HUMANA HE	PFFS Local CCP Regional CCP Local CCP Local CCP Local CCP Local CCP Local CCP	LOCAI PPO Regional PPC Local PPO HMO/HMOP HMO/HMOP Local PPO HMO/HMOP	1000 1000 1010 1010 1010 1010 1010 101	1001 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166				
8 9 10 12 13 14 15 16	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL AL	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H2012 H3916 H2521	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH UNITEDHEAL HUMANA HE HIGHMARK,	PFFS Local CCP Regional CCP Local CCP Local CCP Local CCP Local CCP Local CCP Local CCP Local CCP	LOCAI PPO Regional PPO Local PPO HMO/HMOP HMO/HMOP Local PPO HMO/HMOP Local PPO Local PPO	1000 1000 1010 1010 1010 1010 1010 101	1001 1003 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 120				
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8 9 10 12 13 14 15 16 17 18 19 20	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL AL AL AL AL AL A	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H2012 H3916 H5521 H6609 H8145 H9522	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH UNITEDHEAL HUMANA HE HIGHMARK, AETNA LIFE I HUMANA IN: HUMANA IN:	PFFS Local CCP Regional CCP Local CCP	Local PPO Regional PPO Local PPO HMO/HMOP HMO/HMOP Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO	1000 1000 1010 1010 1010 1010 1010 101	1001 1003 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 130 94 131 178				
8 9 .0 .1 .2 .3 .4 .5 .6 .7 .8 .9 .0 .1 .2 .2 .2	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL AL AL AL AL AL A	H8145 H9572 R5826 H0104 H0150 H0151 H1509 H2012 H3916 H5521 H6609 H8145 H9572 H9947	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH VIVA HEALTH UNITEDHEAL HUMANA HE HIGHMARK, AETNA LIFE I HUMANA IN: BCBS OF MIC BCBS OF MIC	PFFS Local CCP Regional CCP Local CCP	Local PPO Regional PPO HMO/HMOP HMO/HMOP HMO/HMOP Local PPO Local PPO Local PPO Local PPO Eocal PPO Eocal PPO Local PPO	1000 1000 1010 1010 1010 1010 1010 101	1001 1003 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 130 94 131 178 48				
8 9 .0 .1 .2 .3 .4 .5 .6 .7 .8 .9 .0 .1 .2 .3 .4 .5 .6 .7 .8 .9 .0 .1 .2 .3 .4 .5 .6 .7 .8 .9 .0 .1 .2 .3 .4 .5 .5 .5 .5 .5 .5 .5 .5 .5 .5 .5 .5 .5	Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL AL AL AL AL AL AL AL AL AL AL AL A	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H2012 H3916 H3521 H6609 H8145 H9572 H9947 R5826	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL VIVA HEALTH HUMANA HE HIGHMARK, AETNA LIFE I HUMANA IN: BCBS OF MIC BLUE CROSS	PFFS Local CCP Local CCP PFFS Local CCP PFFS Local CCP Regional CCP	Local PPO Regional PPO Local PPO HMO/HMOP HMO/HMOP Local PPO Local PPO Local PPO Local PPO PFFS Local PPO Local PPO Regional PPO Regional PPO	1000 1000 1010 1010 1010 1010 1010 101	1001 1003 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 130 94 131 178 48 48 337				
8 9 0 1 2 3 4 5 6 7 8 9 0 1 2 3 4 2 3 4	Autauga Autauga Autauga Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin Baldwin	AL AL	H8145 H9572 R5826 H0104 H0150 H0151 H154 H1599 H2012 H3916 H3521 H6609 H8145 H9572 H9947 R5826 H0104	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRII UNITEDHEAL HUMANA HEALTH UNITEDHEAL HUMANA IN: HUMANA IN: HUMANA IN: BCBS OF MIC BLUE CROSS	PFFS Local CCP Regional CCP Local CCP	Local PPO Regional PPC Local PPO HMO/HMOP HMO/HMOP Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO Local PPO	1000 1000 1010 1010 1010 1010 1010 101	1001 1001 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 130 94 131 178 48 337 164				
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8 9 10 11 12 13 14 15 16 17 18 19 20 12 21 22 23 24 25 26 27 28	Autauga Autauga Autauga Baldwin Barbour Barbour	AL AL AL AL AL AL AL AL AL AL AL AL AL A	H8145 H9572 R5826 H0104 H0150 H0151 H0154 H1509 H2012 H3916 H5521 H6609 H9547 R5826 H0104 H0151 H9572 H9947 R5826	HUMANA IN: BCBS OF MIC HUMANA IN: BLUE CROSS HEALTHSPRIU UNITEDHEAL UNITEDHEAL HUMANA IN: HIGHMARK, AETNA LIFE HUMANA IN: BCBS OF MIC BLUE CROSS HUMANA IN: BLUE CROSS HUMANA IN: BLUE CROSS HUMANA IN:	PFFS Local CCP Local CCP Local CCP	Local PPO Regional PPC Local PPO HMO/HMOP HMO/HMOP Local PPO Local PPO	1000 1010 1010 1010 1010 1010 1010 101	1001 1001 1003 1003 1003 1003 1003 1003	14 52 3526 2192 3165 275 149 3166 56 56 56 330 94 131 178 48 337 164 220 0 133 18				

For example, in Dallas County, TX (September 2014): Top Five MA Plans by Enrollment

- 1. United Healthcare Benefits of Texas, Inc. (HMO): 41,273
- 2. Aetna Life Insurance Company (PPO): 7,120
- 3. Wellcare of Texas, Inc. (HMO): 5,108
- 4. Aetna Health, Inc. (HMO): 5,004
- 5. Humana Health Plan of Texas, Inc. (HMO): 4,899



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1	County	State	Contract ID	Organization	Name				Organization	Plan Type	SSA Code	FIPS Code	Enrolled	
2	Anchorage	AK	H5521	AETNA LIFE I	NSURANCE CO	OMPANY			Local CCP	Local PPO	2020	2020	29	
3	Anchorage	AK	H1509	UNITEDHEAL	THCARE INSU	RANCE CO	MPANY		Local CCP	Local PPO	2020	2020	15	
4	Anchorage	AK	H6609	HUMANA IN	SURANCE CON	APANY			Local CCP	Local PPO	2020	2020	11	
5	Matanuska-S	AK	H6609	HUMANA IN	SURANCE CON	APANY			Local CCP	Local PPO	2170	2170	14	
6	Matanuska-S	AK	H5521	AETNA LIFE I	NSURANCE CO	OMPANY			Local CCP	Local PPO	2170	2170	11	
7	Matanuska-S	AK	H9572	BCBS OF MIC	HIGAN MUTU	IAL INSURA	NCE COMPA	NY	Local CCP	Local PPO	2170	2170	11	
8	Autauga	AL	H0154	VIVA HEALTH	I, INC.				Local CCP	НМО/НМОР	1000	1001	1141	
9	Autauga	AL	H0151	UNITEDHEAL	THCARE OF A	LABAMA, II	NC.		Local CCP	НМО/НМОР	1000	1001	701	
10	Autauga	AL	H0150	HEALTHSPRI	NG OF ALABA	MA, INC.			Local CCP	НМО/НМОР	1000	1001	632	
11	Autauga	AL	H0104	BLUE CROSS	AND BLUE SH	IELD OF AL	ABAMA		Local CCP	Local PPO	1000	1001	252	
12	Autauga	AL	H1681	HUMANA IN	SURANCE CON	IPANY			Local CCP	Local PPO	1000	1001	145	
13	Autauga	AL	H8145	HUMANA IN	SURANCE CON	MPANY			PFFS	PFFS	1000	1001	53	
14	Autauga	AL	R5826	HUMANA IN	SURANCE CON	IPANY			Regional CCI	Regional PPC	1000	1001	51	
15	Autauga	AL	H1509	UNITEDHEAL	THCARE INSU	RANCE CO	MPANY		Local CCP	Local PPO	1000	1001	28	15
16	Autauga		H9572	BCBS OF MIC	HIGAN WUTC	AL INSULA	NCE COMPA	NY	Local CCP	Local PPO	1000	1001	14	
9700	Dallas	ТХ	H4590	UNITEDHEAL	THCARE BENE	FITS OF TE	XAS, INC.		Local CCP	НМО/НМОР	45390	48113	41273	
9701	Dallas	ТΧ	H4524	AETNA LIFE I	NSURANCE CO	OMPANY			Loun CCP	Local PPO	45390	48113	7120	
9702	Dallas	ТХ	H1264	WELLCARE C	F TEXAS, INC.				Local CCP	НМО/НМОР	45390	48113	5108	
9703	Dallas	ТΧ	H4523	AETNA HEAL	TH, INC. (TX)				LOCAL CCP	НМО/НМОР	45390	48113	5004	
70-	Collac	ТХ	H4510	HUMANA HE	ALTH PLAN O	F TEXAS, IN	C		Local CCP	НМО/НМОР	45390	48113	4899	
9705	Dallas	TX	H5656	SELECTUARE	HEALTH PLAN	IS, INC.			Local CCP	НМО/НМОР	45390	48113	2000	
9706	Dallas	ТΧ	H4528	HEALTHSPRI	NG LIFE & HEA	ALTH INSUR	ANCE COMP	ANY, INC.	Local CCP	НМО/НМОР	45390	48113	1844	
9707	Dallas	ТХ	H7678	MOLINA HEA	LTHCARE OF	TEXAS, INC.			Local CCP	НМО/НМОР	45390	48113	1666	
9708	Dallas	тх	H4520	HUMANA IN	SURANCE CON	APANY			Local CCP	Local PPO	45390	48113	1619	
9709	Dallas	ТΧ	R5826	HUMANA IN	SURANCE CON	APANY			Regional CC	Regional PPC	45390	48113	1401	
									1				4000	

Utility of the Data:

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This enrollment data provides insight into which MA plan has the largest market share in a particular county. This data can help a CBO develop a contracting strategy for their particular market. In the Dallas, TX example, the local CBO could place their focus on working with United Health Care MA plan because they have the overwhelming majority of the local market share.