

Business Insurance

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As seen the week of:

July 27–August 3, 2009

SPOTLIGHT

Largest consumer-driven health care plan providers

Ranked by number of total covered lives at employer clients in 2008

Rank	Company/Address	Phone/Web site	Health plan name(s)*	Total covered lives	Employer clients	Plan options	Principal officer
1	UnitedHealth Group Inc. 900 Bren Road E., Minnetonka, Minn. 55343	866-799-1331 www.unitedhealthgroup.com	Definity	2,725,000	24,200	Dental, FSA, HRA, HSA, PPO, prescription drugs, vision	Gregg Kimball, vp-product distribution, UnitedHealthcare
2	Aetna Inc. 151 Farmington Ave., Hartford, Conn. 06156	860-273-0123 www.aetna.com	Aetna HealthFund HRA, Aetna HealthFund HSA	1,400,000	10,800	Dental, FSA, HMO, HRA, HSA, indemnity, PPO, prescription drugs, vision	Ronald A. Williams, chairman/CEO
3	CIGNA HealthCare 900 Cottage Grove Road, Hartford, Conn. 06152	860-226-6000 www.cigna.com	CIGNA Choice Fund	925,000	721	Dental, FSA, HRA, HSA, indemnity, PPO, prescription drugs, vision	Tom Richards, senior vp-product
4	Humana Inc. 500 W. Main St., Louisville, Ky. 40202	502-580-1000 www.humana.com	CoverageFirst, High Deductible Health Plan, Personal Care Account, SmartSuite, SmartExpress	636,000	9,600	Dental, FSA, HMO, HRA, HSA, indemnity, PPO, prescription drugs, vision	Michael B. McCallister, president/CEO
5	Meritain Health 300 Corporate Parkway, Amherst, N.Y. 14226	800-828-6922 www.meritain.com	-	150,000	131	Dental, FSA, HRA, HSA, indemnity, PPO, prescription drugs, vision	Elliot Cooperstone, CEO
6	Principal Financial Group 711 High St., Des Moines, Iowa 50392	800-986-3343 www.principal.com	-	145,362	16,786	Dental, FSA, HRA, HSA, PPO, prescription drugs, vision	Dave Shafer, senior vp-health division
7	Medica 401 Carlson Parkway, Minnetonka, Minn. 55305	952-992-2900 www.medica.com	Definity by Medica	143,343	3,172	Dental, FSA, HMO, HRA, HSA, indemnity, PPO, prescription drugs, vision	David Tilford, president/CEO
8	Choice Care Card 76 McNeil Road, Waterbury Center, Vt. 05667	888-244-2000 www.choicecarecard.com	-	125,000	2,700	Dental, FSA, HMO, HRA, HSA, indemnity, PPO, prescription drugs, vision	Jay Hunter, president/CEO
9	Flexible Benefit Service Corp. 10275 W. Higgins Road, Suite 500, Rosemont, Ill. 60018	847-699-6900 www.flexiblebenefit.com	Flex125, FlexHRA, FlexHSA	100,790	5,470	FSA, HRA, HSA	John DiVito, president
10	Harvard Pilgrim Health Care 93 Worcester St., Wellesley, Mass. 02481	888-888-4742 www.harvardpilgrim.org	Best Buy HSA/PPO, Best Buy HMO/PPO	85,000	3,000	FSA, HMO, HRA, HSA, PPO	Charles D. Baker, president/CEO

*If different from company name
Source: BI survey
Researched by Karen Tucker

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