



**BROKER BRIEFINGS**  
**NEWS**  
*flash*

December 7, 2004

## **Rocky Mountain Health Plans Selects HSA Partner – Wells Fargo**

Rocky Mountain Health Plans (RMHP) is pleased to announce that we have selected Wells Fargo, one of America's leading financial institutions, to offer Health Savings Accounts to our members in conjunction with our Rocky Mountain Good Health Savings Plans and SOLO HDHPs, effective February 1, 2005.

As you know, RMHP introduced our HDHP product lines into the market in September of this year. Currently, your clients have the choice of either opening an HSA with any financial institution or waiting for the RMHP HSA offering. This flexibility will still apply. Rocky Mountain Good Health Savings Plans and SOLO HDHPs can be presented with the bundled Wells Fargo HSA program, or your clients can choose their own HSA arrangements.

Wells Fargo & Company is a diversified financial services company with \$240 billion in assets, providing banking, insurance, investments, mortgage loans and consumer finance to more than 23 million customers from more than 6,000 stores and the Internet ([wellsfargo.com](http://wellsfargo.com)) across North America and elsewhere internationally. Wells Fargo Bank, N.A., is the only "Aaa" rated bank in the United States.

### **Wells Fargo HSA Offerings and Fees**

RMHP's goal in selecting an HSA partner was threefold: (1) Provide strong financial experience and convenient access for our members, (2) provide low administrative fees with comprehensive services, and (3) offer minimal thresholds for investment opportunities.

Wells Fargo met these prerequisites with their strong financial portfolio, services that will include the issuance of debit cards for HSA transactions, and access to six mutual funds for accounts with \$100 or more.



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The administrative fee for the Health Savings Account will be \$3.11 per individual, per month. There are no additional fees associated with the Wells Fargo Health Savings Accounts — all set-up fees, change fees, and transaction fees are included in this monthly payment.

The \$3.11 administrative fee will be waived for all account holders with balances of \$5,000 or more.

**Health Savings Accounts are available to RMHP members enrolled in an RMHP qualified High Deductible Health Plan (HDHP).**

RMHP's HDHP commercial group offerings include three HMO plan designs and three PPO plan designs. The deductible options for both the HMO and PPO plans are:

- \$1000 Individual/\$2000 Family
- \$2500 Individual/\$5000 Family
- \$5000 Individual/\$10,000 Family

RMHP also offers two SOLO (individual) HDHP plan designs. The deductible options for these plans are:

- \$2000
- \$5000

RMHP will serve as the liaison for establishing the relationship between the broker and/or employer group and Wells Fargo. RMHP has just begun working through the details with Wells Fargo and will have more specific information in January about how the HSA offerings will be administered.

Broker training will be scheduled for January 2005, at which time broker marketing materials will be distributed for your use.

Thank you for your patience during our development of this competitive program with Wells Fargo. We look forward to working with you on this expanded service offering in the coming weeks.

As always, if you have any questions or comments, please call your Rocky Mountain Health Plans Account Executive

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| <b>Grand Junction</b><br>970-244-7760 or 800-453-2981 | <b>Denver</b><br>303-689-7367 or 800-823-8356 | <b>Colorado Springs</b><br>719-265-6955 |
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